

The **NATION'S BUSINESS** Index — 1996
(Volume 84 - Numbers 1 - 12)

(Including **THE BUSINESS ADVOCATE**)

* Page numbers followed by letters
indicate articles not included in all
editions of **Nation's Business**

A

ABSENTEEISM see **Employees; Management**
ACCESSORIES/JEWELRY see **Clothing**
ACCOUNTS PAYABLE &
RECEIVABLE see **Cash Management**
ACQUISITIONS/DIVESTITUTIONS
MERGERS see also **Employee Stock Ownership/Profit-Sharing**
Direct Line: On The Block [Jan/p57]
NB Tips: Acquiring Firms Need To Know [Feb/p10]
Letters: Another Avenue For Selling A Firm [Mar/p4]
Holding Things Together When Selling A Location [Mar/p11]
Before You Buy, be Careful [Mar/p45]
Letters: Getting Owners, Investors On The Same Page [Nov/p4]
10 Ways To Increase Your Firm's Value [Nov/p72]
ADVERTISING see also **Market Research/Marketing; Direct Marketing; Sales/Selling**
Stick-to-itiveness Pays [Jan/p22]
Staking A Claim On The Internet [Jan/p28]
On-Line Ads Available At Discount [TBA:May/p2A]
Let Your Fingers Walk Away From These "Bills" [Jul/p10]
Direct Line: Taking Your Best Shots [Aug/p73]
Giving The Media Food For Thought [Sep/p6]
Brewing Up A New, Distinctive Image [Oct/p12]
ADVISERS see **Consultants**
AFRICAN-AMERICANS see **Minority-Owned Business**
AGE DISCRIMINATION see **Discrimination**
AGREEMENTS/CONTRACTS see also **Government Procurement**
Protecting Your Company's Proprietary Information [May/p11]
AGRICULTURE see also **Food/Beverage Industry & Trade**
Chamber Urges Action On Farm Bills [TBA:Apr/p14A]
Chamber-Backed Law Ends Farm Controls [TBA:May/p5A]
Abuzz With Business [Sep/p15]
Seeds Of Change For Farmers [Dec/p42]

AIR POLLUTION see **Environment**
AIRCRAFT/AIRLINES/AIRPORTS see also **Travel/Tourism/Vacations**
How To Find The Discounts [Nov/p32]
Wishes Come True With Frequent-Flier Miles [Dec/p12]
ALCOHOLISM see **Substance Abuse; Tests/Testing**
ALLIANCES see **Partnerships/Alliances; Purchasing Alliances/Groups/Pools**
AMERICANS WITH DISABILITIES
ACT
Double Standard On The Disabled (Commentary) [Nov/p86]
ANNUAL MEETINGS see **Corporations**
ANNUITIES see **Retirement**
ANTIQUES/COLLECTIBLES
A Framework For Success [Jul/p16]
ANTITRUST ACTIONS & LAWS
Business Wins High-Court Cases [TBA:Aug/p12A]
APPAREL see **Clothing**
APPRAISALS/ASSESSMENTS see **Business Valuations**
APPRENTICE PROGRAMS see **Education/Job Training**
ARBITRATION/MEDIATION/NEGOTIATION
Arbitration Provisions Save Money And Time [Jun/p10]
ARCHITECTURE/DESIGN
Designing The Future [May/p14]
Competing With Nature [May/p15]
Home-Office Heaven [Oct/p36]
ART/PHOTOGRAPHY
Magic Moments—Maybe [Mar/p55]
A Framework For Success [Jul/p16]
Helping Young Artists Turn Out Picture-Perfect [Sep/p12]
ASIA
Asia Conference Slated For March [TBA:Mar/p2A]
ASIAN-AMERICANS see **Minority-Owned Business**
AUCTIONS
The Ins And Outs Of Buying At Auctions [Feb/p10]
AUTOMOBILES/TRUCKS/MOTORCYCLES/BICYCLES see also **Highways; Transportation**
Corrections: Nov. 1995 report on luxury cars [Jan/p5]
Wheels Of Change In Bicycle Retailing [Feb/p41]
Direct Line: Kicking The Tires [Feb/p74]
Letters: A Warning Elicted On Truckers' Liability [Mar/p4]
Small Fleets Get A New Lease On Life [May/p46]
Looking For Ms. Goodwrench [Oct/p14]
Viewing Old Masters [Oct/p54]

SUBJECT INDEX

The 1997 Trucks (Special report) [Oct/p67]
How To Find The Discounts [Nov/p32]
Luxury Cars For 1997 [Nov/p61]
Letters: Service And Warranties Are Key In Auto Repair [Dec/p5]
AWARDS/HONORS
Deciding To Succeed (Blue Chip Enterprise Initiative honorees) [Mar/p38]
NB Tips: Lighting The Way (Points of Light Foundation) [Apr/p12]
When The Going Gets Tough... [Apr/p46]
Safe At Any Speed [Apr/p78]
Spirits Of Enterprise [TBA:Apr/p4A]
Small-Business Standouts To Receive Recognition [Jun/p6]
A Blue-Chip Shot Is Well Worth It [Jul/p35]
Rededication (Hall of Flags) [TBA:Aug/p2A]
You May Be A Contender [TBA:Aug/p3A]

B

BABY-BOOM GENERATION see **Demographics**
BANKRUPTCY/BUSINESS FAILURE
However You Slice It [Jun/p16]
When A Customer Goes Bankrupt [Sep/p32]
Letters: A Grim Reminder Of Customer Bankruptcy [Nov/p4]
BANKS & BANKING see also **Capital; Credit; Credit Cards & Accounts; Economic Development; Loans; Venture Capital**
Have You Seen Your Banker For Your Annual Checkup? [May/p10]
What To Do When Banks Play Musical Chairs [May/p58]
Scam Artists Never Sleep [Jul/p29]
Less Paperwork, More Bank Loans [Sep/p38]
Letters: Two Banks Object To Our Illustration [Oct/p5]
BAR CODES
Direct Line: Breaking The Code [Oct/p82]
BARTER
Using Barter For Cash Management [Jan/p6]
BEAUTY/GROOMING PRODUCTS & SERVICES
Grooming For Success [Mar/p13]
Letters: Service And Warranties Are Key In Auto Repair [Dec/p5]

BICYCLES

BICYCLES see **Automobiles/Trucks/Motorcycles/Bicycles**
BLUE CHIP ENTERPRISE INITIATIVE
Deciding To Succeed [Mar/p38]
When The Going Gets Tough... [Apr/p46]
A Blue-Chip Shot Is Well Worth It [Jul/p35]
Blue Chip Firms [Sep/p27]
Blue Chip Deadline Is Oct.25 [TBA:Oct/p2A]
NB Tip: Blue Chip/Deadline Extended [Nov/p13]
BOARDS OF DIRECTORS see **Corporations**
BOATS see **Recreation/Sports & Sports Facilities**
BONDS see **Securities**
BOOKS see also **Printing/Publishing**
Sharing The Written Word [Mar/p52]
A Novel Enterprise [Apr/p14]
The Toast Of The Town [Jun/p13]
NB Tip: Small-Business Revolt [Jul/p10]
Preparing For The Tests Of Company Ownership [Aug/p56]
The Genuine Articles [Aug/p56]
Small Firms' Election Role Detailed [TBA:Aug/p14A]
Blest Be The Tapes That Bind [Oct/p54]
NB Tip: Saving Money And Time [Dec/p12]
BROKERS see **Securities**
BUSINESS CARDS see **Offices/Office Equipment, Furniture & Supplies**
BUSINESS CLIMATE INDEXES see **Economic Indicators & Indexes**
BUSINESS CONDITIONS & FORECASTS see also **Economic Conditions & Forecasts**; **Economic Indicators & Indexes**
Slow But Steady (Cover story) [Jan/p10]
Wall Street Looks For Moderate Gains In '96 [Feb/p56]
Companies' Outlook Shifts Again [TBA:Aug/p6A]
Editorial: Making Growth A Priority [Oct/p88]
BUSINESS EDUCATION see **Colleges/Universities; Education/Job Training**
BUSINESS FAILURE see **Bankruptcy/Business Failure**
BUSINESS INCUBATION see **Economic Development; Start-Ups**
BUSINESS PLANS see also **Business Strategies; Crisis Management; Management; Quality Management**
Position Your Firm Now For Growth [Jan/p14]
Locking On To Teamwork [Mar/p6]
Reducing The Risks Of Family-Business Growth [Mar/p52]
Have You Seen Your Banker For Your Annual Checkup? [May/p10]
BUSINESS STRATEGIES see also **Business Plans; Family Business; Management; Quality Management; Start-Ups**
However You Slice It [Jun/p16]
10 Ways To Increase Your Firm's Value [Nov/p72]
BUSINESS TAXES see also **Estate Planning; Family Business; Income Tax; Taxation; U.S.Govt.—Internal Revenue Service**
Donations For Deductions [Jan/p25]
Skepticism Over IRS's Receipt-Rule Change [Jan/p34]
Getting With The Program [Mar/p34]
Heading Off An IRS Audit [Mar/p42]

Pension Taxes Limited [TBA:Mar/p2A]
How To Deduct Start-Up Costs [Apr/p66]
A Tax-Relief Quilt That Could Unravel [Jul/p8]
The Perils Of Payroll Taxes [Jul/p54]
Chamber Member Survey: Small-Business Tax Reform [TBA:Jul/p7A]
Chamber Member Survey: Investment And Capital Formation [TBA:Jul/p10A]
How Well Do You Know What Can Be Deducted? [Aug/p11]
Whether To Deduct, Or Not To Deduct... [Aug/p67]
Letters: Leave The Decisions To Business Owners [Sep/p4]
Letters: Payroll-Tax Timing [Sep/p4]
Letters: Electronic Transfers [Sep/p4]
Cold Comfort In Tax Changes [Oct/p26]
Getting Wired For The IRS [Oct/p31]
Separating Business And Commuting Costs [Oct/p73]
Catching Up On Depreciation [Oct/p75]
BUSINESS VALUATIONS
It Pays To Know The Value Of Your Business [Mar/p60]

CENTRAL AMERICA see **Latin America**
CERTIFICATES OF DEPOSIT see **Investment (Individual); Securities**
CHARITABLE DONATIONS & ORGANIZATIONS/VOLUNTEERISM
see also **Community Service**
Donations For Deductions [Jan/p25]
Letters: Corporate Donations For College Educations [Feb/p5]
Letters: A First-Class Test Of A Charity's Merit [Mar/p5]
Wishes Come True With Frequent-Flier Miles [Dec/p12]
CHECKS/CHECKING ACCOUNTS see **also Banks/Banking**

CHEWING GUM see **Candy/Cheewing Gum**

CHILD CARE see **Employee Benefits**
CHILDREN/YOUTH see also **Education/Job Training; Young Adults Putting Your Kids On The Payroll** [Jan/p33]

Direct Line: Youthful Enterprise [Nov/p76]
Riding A Fashion Wave [Dec/p14]

CHINA
1995 How They Voted: MFN Status For China [TBA:Mar/House p12A]
Trade Battle Looms [TBA:Jun/p14A]
Ex-Im Dam Move Denounced [TBA:Aug/p2A]

Business Wins Trade Vote On China [TBA:Aug/p4A]
CHRISTMAS see **Holidays**
CLEAN AIR ACT see **Environment; Government Regulation**

CLEAN WATER ACT see **Environment; Government Regulation**
CLINTON, BILL

Editorial: The President's Consistency Problem [Mar/p72]
Where I Stand: On The President [Jul/p64]

Clinton Given Failing Grade [TBA:Aug/p1A]
Readers' Views On The President [Sep/p77]

How Business-Friendly Are The Candidates? [Oct/p44]
Editorial: Making Growth A Priority [Oct/p88]
Editorial: Divided Government Doesn't Have To Mean Stalemate [Dec/p71]

CLOTHING
Direct Line: Big Plans [Feb/p74]
A New Selling Approach Makes Fashion Sense [Apr/p10]
Smoke And Memories [Aug/p74]
If The Shoe Fits... [Oct/p16]
Riding A Fashion Wave [Dec/p14]

COLLECTIBLES see **Antiques/Collectibles**
COLLEGES/UNIVERSITIES see also **Education/Job Training**
Letters: Corporate Donations For College Educations [Feb/p5]

Letters: Speaking Up For Community Colleges [May/p5]
Grads For Hire, Warranty Included [Jun/p83]
It's All In The Name [Aug/p74]

COMMUNICATION see also **Electronic Mail/Voicemail; Employees; Media; Telecommunication**
Letters: Ask And You Shall Receive [Feb/p4]

C

CALENDARS
Stocking Stuffers [Dec/p70]
CAMPING see **Recreation/Sports & Sports Facilities**
CANDY/CHEWING GUM see also **Food/Beverage Industry & Trade**
Licking The Competition [Feb/p14]
Two Targets Can Be Better Than One [Aug/p10]
CAPITAL see also **Loans; Venture Capital**
Chamber Member Survey: Investment And Capital Formation [TBA:Jul/p10A]
Capital Ideas For Financing (Cover story) [Sep/p18]
A Strategy To Factor In [Sep/p21]
Letters: Getting Owners, Investors On The Same Page [Nov/p4]
Letters: A World Wide Web Site On Stock Offerings [Dec/p4]
Direct Line: When Dollars Need A Home [Dec/p62]
CAPITAL GAINS see also **Income Tax**
CAR RENTALS/LEASING see **Automobiles/Trucks/Motorcycles/Bicycles; Leases & Leasing/Rentals**
CAREER DEVELOPMENT
Direct Line: Chapter And Verse [Dec/p63]
CARIBBEAN AREA
Direct Line: Red-Hot Markets [May/p86]
CASH MANAGEMENT
Using Barter For Cash Management [Jan/p6]
Case Studies In Cash Management 101 [Sep/p62]
CATALOGS see **Direct Marketing**
CATASTROPHIC ILLNESS COVERAGE see **Health-Care Costs/Insurance**
CENSUS see also **Demographics; Economic Indicators & Indexes**
Minority Businesses Are Still Undercounted [Feb/p8]

DISCRIMINATION

A Newsletter Pulls Employees Together [Feb/p10]
Holding Things Together When Selling A Location [Mar/p11]
The Case For E-mail [May/p61]
Meeting Of The Minds Improves Operations [Jun/p12]
COMMUNITY SERVICE see also Charitable Donations & Organizations/Volunteerism
NB Tips: Lighting The Way [Apr/p12]
Helping Young Artists Turns Out Picture-Perfect [Sep/p12]
COMPETITION
Closing The Curtain On Company Secrets [Jun/p62]
COMPETITIVENESS see International Trade & Investment
COMPUTER CRIME see Crime
COMPUTERS/SOFTWARE see also Internet; Offices/Office Equipment, Furniture & Supplies; Telecommunication
NOTE: For brief articles on computer hardware and software, see Small-Business Computing in March and September issues.
Letters: Another Helpful Hint For Computer Users [Jan/p5]
High-Tech Help? It's Your Call [Feb/p47]
Managing Sales With Software [Mar/p29]
Getting With The Program [Mar/p34]
The Lowdown On High Tech [Apr/p53]
Adding Some Byte To Retirement Plans [May/p52]
The Case For E-mail [May/p61]
Direct Line: Software Search [May/p87]
The Well-Tailored Computer Network [Jun/p37]
Letters: A Notebook Computer With An On-Board Printer [Jul/p6]
Choosing Software For Your Firm [Jul/p38]
Direct Line: Taking Your Best Shot [Aug/p73]
Plugging A Software Gap [Sep/p14]
The Latest Tools For The Job [Sep/p49]
A Glossary Of Computer Terms [Sep/p50]
Business Software For Home Offices [Oct/p42]
Schools Adopt Software [TBA:Oct/p2A]
In-House Publishing, Professional Results [Nov/p34]
Creating Your Own Web Site [Nov/p36]
The Future Is Now (Cover story) [Dec/p16]
Tomorrow's Technology Today [Dec/p23]
CONFERENCES/CONVENTIONS
The Face In The Yearbook [Apr/p78]
CONSTRUCTION INDUSTRY see also Government Procurement; Housing Lighting A Torch For Small Firms [Apr/p28]
People Who Live In Steel Houses... [Nov/p78]
A 19th-Century Romance [Dec/p13]
CONSULTANTS see also Financial Services; Independent Contractors; Self-Employment
High-Tech Help? It's Your Call [Feb/p44]
How Advisers Can Help You Grow [Mar/p47]
Consultants To The Rescue [Jul/p32]
Putting Manufacturers On The Right Course [Oct/p10]

CONSUMER PRICE INDEX see Economic Indicators & Indexes
CONSUMERS
X Marks The Spot For Low-Key Sales [May/p32]
Editorial: A Veto That Rebuffs Consumers [Jul/p72]
CONTRACT WORKERS see Self-Employment
CONTRACTS see Agreements/Contracts
CONTRACTS (GOVERNMENT) see Government Procurement
COOPERATIVES
Letters: A Competitive Edge Through Cooperatives [Sep/p5]
COPIERS see Offices/Office Equipment, Furniture & Supplies
CORPORATE IMAGE see Identity/Image (Company & Product)
CORPORATE NAME/LOGO
It's All In The Name [Aug/p74]
Smoke And Memories [Aug/p74]
CORPORATIONS see also Business Taxes; Corporate Name/Logo; Corporations (Specific); Entrepreneurs; Family Business; Management; Acquisitions/Divestitures/ Mergers; Small Business
Tips For Choosing Corporate Gifts [Jan/p21]
How Advisers Can Help You Grow [Mar/p47]
Advisers, Directors, And The Law [Mar/p50]
Lesher Responds To Firms' Critics [TBA:Apr/p2A]
Should Your Firm Be An LLC? Consider The Pros And Cons [Nov/p12]
CORPORATIONS (SPECIFIC) see Entrepreneur's Notebook and Making It in Regular Features & Special Sections portion of Index
COSMETICS see Beauty/Grooming Products & Services
COST CONTROL see Cash Management; Inventory Control; Management
COSTUMES see Entertainment
CREDIT/CREDIT REPORTS see also Banks & Banking; Loans
Covering Losses From Nonpayment [Aug/p68]
CREDIT CARDS & ACCOUNTS/DEBIT CARDS/DISCOUNT CARDS/ ELECTRONIC CASH CARDS
Direct Line: Taking Charge [Jan/p58]
Electronic Cash Cards Planned For Olympics [Mar/p61]
CRIME see also Security/Security Systems/ Law Enforcement
The Brave New World Of Business Security [May/p29]
Letters: A Longer Perspective On Violent Crime [Jul/p6]
Let Your Fingers Walk Away From These "Bills" [Jul/p10]
Scam Artists Never Sleep [Jul/p29]
Letters: Speak Of The Devil—A Dubious Proposal [Sep/p5]
Letters: Two Banks Object To Our Illustration [Oct/p5]
Letters: Scams From Nigeria Keep Filling Mailbags [Nov/p5]
Civil Remedy For Theft Needed [TBA:Dec/p11A]
CRISIS MANAGEMENT
Steering Safely Through A Crisis [Sep/p33]

CUSTOMER RELATIONS & SERVICE see also Vendors
What The Numbers May Not Tell You [Jan/p21]
NB Tip: Ties That Bind [Mar/p11]
Oiling The Wheels Of Consumer Satisfaction [Apr/p12]
Coming Through Loud And Clear [Jul/p7]
Entrepreneurs Who Excel (Cover story) [Aug/p18]
Guarantees Can Create A Positive Impression [Sep/p10]
NB Tip: Gift Lists [Sep/p12]
Improving Worker Performance [Sep/p28]
When A Customer Goes Bankrupt [Sep/p32]
Letters: Database Technology And Customer Service [Oct/p4]
Back To Basics, From The Top [Dec/p38]
Building Your "Customer Portfolio" [Dec/p45]

D

DAVIS-BACON ACT see Construction Industry; Government Procurement
DAY CARE see Employee Benefits
DEBIT CARDS see Credit Cards & Accounts/Debit Cards/Discount Cards
DECISION MAKING see also Business Strategies; Management; Quality Management
How To Make Better Decisions [Jan/p39]
DECORATION/DISPLAY see Holidays
DEFENSE INDUSTRY see Government Procurement
DELIVERY & MAIL SERVICES see U.S. Postal Service
DEMOGRAPHICS see also Census; Economic Indicators & Indexes
The Aging American Customer [May/p6]
X MARKS THE SPOT see Low-Key Sales [May/p32]
Opportunity Knocks As America Ages [Aug/p30]
DEPRECIATION see Business Taxes; Income Tax
DIRECT MARKETING see also Advertising; Market Research/Marketing
Direct Line: Customer Compass [Feb/p74]
Direct Line: Exhibiting A Novel Idea [Mar/p71]
Direct Line: Software Search [May/p87]
Selling By The Book [Sep/p58]
Success In Someone Else's Catalog [Sep/p59]
On-Line: The Future Of Catalogs? [Sep/p60]
Letters: Steering A Storybook In The Right Direction [Oct/p4]
Letters: Credit-Card Status Can Be A Catch-22 [Dec/p5]
DISASTER PLANNING see Insurance; Security Systems/Law Enforcement
DISCRIMINATION see also Americans With Disabilities Act; Employee Benefits; Employment; Hiring & Firing; Women Important Victories In The Courts [TBA:Feb/p14A]
Thorny Issues In Hiring [Apr/p34]
Leveling The Playing Field [May/p64]
NCLC Prevails In Age-Bias Case [TBA:Jun/p12A]

DISTRIBUTION

Court To Weigh Key Cases
[TBA:Dec/p12A]

DISTRIBUTION

Direct Line: Delivering The Goodies
[Jun/p75]

Making The Switch From Direct To Dealer Sales [Jul/p10]

DIVERSITY PROGRAMS see Management

DIVESTITURES see Acquisitions/Divestiture/Mergers

DOLE, BOB

How Business-Friendly Are The Candidates? [Oct/p45]

Editorial: Making Growth A Priority [Oct/p88]

DOWNSIZING

Easing The Pain Of Layoffs [Jan/p17]

The Flip Side Of Downsizing (Cover story) [Oct/p18]

Letters: White-Collar Workers'

Insecurity Runs Deep [Dec/p4]

DRUG ABUSE see Substance Abuse; Tests/Testing

E

ECONOMIC CONDITIONS & FORECASTS see also Business Conditions & Forecasts; Economic Indicators & Indexes

Slow But Steady (Cover story) [Jan/p10]

Member Poll Tracks Economy [TBA:Feb/p12A]

Experts Lower Forecasts For '96 Economic Growth [Apr/p7]

The Facts Behind The Wage Debate [Apr/p24]

Confidence In Economy Declines [TBA:Apr/p8A]

A Challenge That Lives On (Commentary) [Aug/p78]

Rising And Falling With The Economic Tides [Oct/p22]

Editorial: Making Growth A Priority [Oct/p88]

Companies' Confidence Up Slightly [TBA:Oct/p6A]

Confidence In The Economy Slips [TBA:Dec/p11A]

ECONOMIC DEVELOPMENT see also Special Advertising Sections portion of Index; Start-Ups

Base Closings: The Last Roundup [Apr/p62]

Persuading Firms To Stay In The Fold [Jul/p25]

Financial Resources Guide Available [TBA:Jul/p14A]

ECONOMIC ESPIONAGE see

Trade Secrets

ECONOMIC INDICATORS & INDEXES see also Business Conditions & Forecasts; Economic Conditions & Forecasts

A Guide For Comparing Expenses By Year [Feb/p8]

Economic Confidence Rebounds [TBA:Jun/p11A]

ECONOMIC POLICY see

U.S. Govt.—Budget

EDUCATION/JOB TRAINING see also Colleges/Universities

Closing The Skills Gap [Mar/p26]

1995 How They Voted: Job Training [TBA:Mar/Senate p7A; House p13A]

Help Wanted Desperately (Cover story) [Apr/p16]

School-To-Work Programs Take Off [Apr/p23]

Letters: Speaking Up For Community Colleges [May/p5]

Letters: No Troubled Waters For This Employer [Jun/p4]

Letters: Misplacing The Blame? [Jun/p4]

Meeting Of The Minds Improves Operations [Jun/p12]

Employee Education On 401(k) Plans [Jun/p66]

Grads For Hire, Warranty Included [Jun/p83]

Center To Host Televised Program On School System [TBA:Jul/p12A]

Helping Young Artists Turns Out Picture-Perfect [Sep/p12]

Schools Adopt Software [TBA:Oct/p2A]

Going Back To School [Nov/p18]

ELECTIONS

Editorial: Obstructionism Is Not Good Policy For 1996 [Feb/p76]

Small Business Plays Its Cards [Jun/p28]

Election Participation Is Critical [TBA:Jun/p6A]

Editorial: The AFL-CIO's Out-Of-Touch Campaign [Jun/p88]

Chamber Adds Endorsements (Congress) [TBA:Jul/p8A]

How Voters React To Endorsements [TBA:Jul/p13A]

Remind Workers [TBA:Jul/p13A]

AFL-CIO Targets Lawmakers [TBA:Jul/p14A]

Your Help Is Needed [TBA:Aug/p12A]

Candidates At Chamber [TBA:Aug/p13A]

Chamber Adds 38 Endorsements [TBA:Aug/p13A]

Chamber Offers '96 Election Reminders [TBA:Aug/p14A]

Small Firms' Election Role Detailed [TBA:Aug/p14A]

Editorial: The Importance Of The 1996 Elections [Sep/p80]

How Business-Friendly Are The Candidates? [Oct/p44]

The Perot Factor [Oct/p47]

Owners Urged To Back Voting [TBA:Oct/p4A]

Chamber Adds Endorsements [TBA:Oct/p12A]

Letters: Speaking Up For The Libertarian Party [Nov/p5]

Committee Chairmanships Hang In The Balance [Nov/p8]

Business's Stake In The Elections [Nov/p8]

Editorial: Nov. 5: The Only Poll That Counts [Nov/p87]

Editorial: Divided Government Doesn't Have To Mean Stalemate [Dec/p71]

Labor Effort Stopped Short [TBA:Dec/p2A]

ELECTRIC ENERGY see Energy Resources, Production & Use

ELECTRONIC MAIL/VOICE MAIL

Letters: Addressing A Couple Of Points About E-Mail [Mar/p5]

Employee E-Mail: Is It Really Private? [Mar/p10]

Letters: Electronic Mail Has Its Limitations, Too [May/p5]

The Case For E-mail [May/p61]

Letters: Electronic Mail Is Affordable And Reliable [Jun/p4]

Minding Your E-Mail Manners [Aug/p10]

Letters: One Firm's Gag Order On Use Of Voice Mail [Sep/p4]

ELECTRONIC NEWS SERVICES see Magazines/Newsletters/ Newspapers; Printing/Publishing

ELECTRONICS INDUSTRY see Computers/Software

EMERGENCY SITUATIONS see Crime; Disaster Planning; Security/Security Systems/Law Enforcement

EMPLOYEE BENEFITS see also Employees; Health-Care Costs/ Insurance/Plans; Health-Care Reform; Hiring & Firing; Pensions/Pension Plans; Retirement

Benefit Costs Shift Into Reverse [Feb/p50]

Correction [Mar/p5]

Important Victories In The Courts [TBA:Feb/p14A]

High Court Cases Pending [TBA:May/p14A]

How Well Do You Know What Can Be Deducted [Aug/p11]

IRS Casts Doubt On Popular Split-Dollar Life Insurance [Oct/p75]

Where I Stand: On Labor Issues [Oct/p84]

Overtime Bill Pending [TBA:Oct/p5A]

The Bottom Line On Taxable Perks [Nov/p71]

Benefit Costs Hit A Record High [Dec/p6]

The Taxing Bottom Line On Holiday Giving [Dec/p48]

Protect Your Firm From COBRA Bites [Dec/p49]

Readers' Views: Time Off For Workers [Dec/p60]

EMPLOYEE STOCK OWNERSHIP/PROFIT-SHARING

An ESOP Can Improve A Firm's Performance [Sep/p63]

EMPLOYEE WORK TEAMS

Too Much Team Harmony Can Signal Trouble [Apr/p10]

Senate To Decide, Possibly This Month, Whether To Legalize Workplace Teams [TBA:Apr/p9A]

Senate To Vote On TEAM Act [TBA:May/p5A]

Chamber Calls For TEAM Vote [TBA:Jun/p14A]

Not Just A Meeting: It's An Adventure [Aug/p52]

Senate Approves, Clinton Vetoes TEAM Act [TBA:Oct/p10A]

EMPLOYEES see also Employee Benefits; Executives; Hiring & Firing; Management; Quality Management; Workplace Putting Your Kids On The Payroll [Jan/p33]

A Newsletter Pulls Employees Together [Feb/p10]

Emotions In The Workplace [Feb/p25]

Boosting Morale In Troubled Times [Feb/p26]

Closing The Skills Gap [Mar/p26]

Letters: Speaking Up For Community Colleges [May/p5]

Contests Can Rev Up Employees [Jul/p37]

Nurturing Workers So They'll Stay On Board [Aug/p6]

Two New Ways To Pay Workers [Aug/p68]

A Less-Stressed Work Force [Nov/p50]

A Novel Way To Hold On To Departing Workers [Dec/p12]

Back To Basics, From The Top [Dec/p38]
The Taxing Bottom Line On Holiday Giving [Dec/p48]

EMPLOYMENT see also **Employees; Hiring & Firing**

Bills Would Affect The Hiring Of Skilled Foreign Workers [Mar/p8]

Regulations Reduce Hiring, Survey Says [TBA:Aug/p3A]

The Flip Side Of Downtsizing (Cover story) [Oct/p18]

EMPLOYMENT RETIREMENT

INCOME SECURITY ACT (ERISA)

see also **Employee Benefits**

Court To Weight Key Cases [TBA:Dec/p12A]

ENERGY RESOURCES, PRODUCTION & USE

Regulatory "Correction" Is Law; Others Await Senate Action [Jan/p8]

Designing The Future [May/p14]

A Businessman On A Mission [May/p66]

ENTERPRISE 2000 SERIES

Increasing Revenue With Repeat Sales [Jan/p36]

Smart Cars, Smart Roads [Feb/p31]

Letters: Training Is The Key To Repeating Sales Success [Mar/p4]

Managing Sales With Software [Mar/p29]

Letters: Practicality Is Key In Managing Traffic [Apr/p6]

At A Crossroads In Latin America [Apr/p38]; **Correction** [May/p5]

The Brave New World Of Business Security [May/p29]

New Horizons In Communications [Aug/p33]

The Future Is Now (Cover story) [Dec/p16]

ENTERPRISE ZONES see

Economic Development

ENTERTAINMENT see also **Music**

Seeing Where The Stars Blinked Out [Jan/p60]

Direct Line: Show Time [Apr/p84]

Making Movies On A Gilded Shoestring [May/p82]

Reeling In Realism [Jun/p14]

Getting The Show On The Road [Oct/p13]

The Greening Of Deal Making [Dec/p32]

Direct Line: Show Business [Dec/p62]

ENTITLEMENTS see also

Medicare/Medicaid; Social Security

Chamber Member Survey: Social Security And Entitlement Reform [TBA:Jul/p10A]

ENTREPRENEURS see also **Economic Development; Entrepreneurs Notebook and Making It In Regular Features & Special Sections** portion of **Index**

Netscape Founder Points, And It Clicks [Jan/p32]

Seeing Where The Stars Blinked Out [Jan/p60]

Nurturing Part-Timers To Be Entrepreneurs [Mar/p10]

Women-Owned Firms Grow In Number And Importance [Apr/p7]

Knowing When To Cut The Cord [Apr/p8]

When The Going Gets Tough... [Apr/p46]

The Hot Zones For Entrepreneurs [Jun/p42]

Entrepreneurs Who Excel (Cover story) [Aug/p18]

Young Entrepreneurs Make Their Mark [Aug/p49]

Capital Ideas For Financing [Sep/p19]

Getting A Bank To Stick With You [Sep/p24]

From Baseball To Business [Oct/p48]

Direct Line: Youthful Entrepreneurs [Nov/p76]

ENVIRONMENT see also **Energy**

Resources, Production & Use; Land Use 1995 How They Voted: Arctic National Wildlife Refuge [TBA:Mar/Senate p7A]

1995 How They Voted: Clean Water Act Revisions [TBA:Mar/House p11A]

Chamber Calls On Congress To Reform Wetlands Program [TBA:Apr/p12A]

Sprouting Sales With "Green" Products [May/p11]

Designing The Future [May/p14]

Effort To Update Clean Water Act Is Stalled In The Senate [TBA:Jun/p7A]

ISO 14000 Seminar [TBA:Dec/p14A]

ESTATE PLANNING see also

Family Business; Living Wills

Eight Lane Excuses To Procrastinate [Feb/p60]

It Pays To Know The Value Of Your Business [Mar/p60]

A New Wrinkle In Selling Stock To Your Children [Mar/p62]

Board Seeks Repeal Of Estate, Gift Taxes [TBA:Apr/p2A]

Putting Trusts In Your Estate Planning [Jun/p63]

Letters: Clarifying A Point On Life-Insurance Trusts [Jul/p6]

Life-Insurance Trusts Can Reduce Taxes [Jul/p55]

ETHICS see also **Management**

Promoting A World Ethical Standard [Apr/p12]

Letters: A Taxing Situation For Foreign Citizens [Aug/p4]

ETIQUETTE

Pointers On Politeness For Holiday Party [Dec/p10]

Mind Your Manners From Tee To Green [Dec/p35]

EXECUTIVES

Locking On To Teamwork [Mar/p6]

IRS Casts Doubt On Popular Split-Dollar Life Insurance [Oct/p75]

Back To Basics, From The Top [Dec/p38]

EXECUTIVES (SPECIFIC) see

Entrepreneurs Notebook and Making It In Regular Features & Special Sections portion of **Index**

EXERCISE see **Health Care; Physical Fitness/Nutrition**

EXPANSION

Cooking Up New Revenues [Feb/p6]

Locking On To Teamwork [Mar/p6]

Reducing The Risks Of Family-Business Growth [Mar/p52]

Help Wanted Desperately (Cover story) [Apr/p16]

Direct Line: Delivering The Goodies [Jun/p75]

Entering A New Market? Be Aware Of The Pitfalls [Sep/p10]

If The Shoe Fits ... [Oct/p16]

Can You Stay Small Forever? [Oct/p34R*]

When Your Business Is Twins—Or Triplets [Nov/p53]

When Expansion Goes On A Roll [Dec/p6]

EXPORT SALES see **International Trade & Investment**

EYES/EYESIGHT/EYEGLASSES

Computers' Toll On The Eyes [Feb/p64]

F

FACSIMILE MACHINES see

Offices/Office Equipment, Furniture & Supplies; Telecommunication

FACTORING see **Capital**

FAMILY AND MEDICAL LEAVE ACT

see **Employee Benefits**

FAMILY BUSINESS see also **Estate Planning**

Putting Your Kids On The Payroll [Jan/p33]

Fostering A Global Vision [Jan/p39]

How To Make Better Decisions [Jan/p39]

A New Presence On The Internet [Feb/p51]

Case Study: Getting Beyond A Tragedy [Feb/p52]

Sharing The Written Word [Mar/p52]

Reducing The Risks Of Family-Business Growth [Mar/p52]

Case Study: Rewarding Loyal Employees [Mar/p54]

A Coming Sea Change In Leadership [Apr/p60]

Case Study: Equal Vs. Equitable [Apr/p61]

What To Do When Banks Play Musical Chairs [May/p58]

Case Study: Keep The Firm In The Family? [May/p60]

Team Playing Is On The Rise [Jun/p53]

Coping With A Leader's Depression [Jul/p49]

Case Study: Dealing With Poor Performance [Jul/p52]

Preparing For The Tests Of Company Ownership [Aug/p56]

The Genuine Articles [Aug/p56]

Case Study: Facing Up To Succession [Aug/p58]

If I Only Knew Then What I Know Now [Sep/p42]

Overcoming A Major Obstacle To Succession [Sep/p46]

Case Study: Bringing On A New Board [Sep/p48]

Letters: Family-Business Article Brings On Deja Vu [Oct/p4]

Taking Stock Of Family-Owned Firms [Oct/p64]

Case Study: A Brother Falls On Hard Times [Oct/p65]

Succession Planning Isn't Just About Money [Nov/p6]

A Secret About Secrecy [Nov/p56]

Case Study: When A Business Goes Sour [Nov/p60]

Professionalizing A Family Business [Dec/p53]

FAMILY LEAVE see **Employee Benefits**

FEDERAL BUDGET/FEDERAL DEFICIT see **U.S.Govt.—Budget**

FEDERAL MANDATES

New Laws Will Help Business [TBA:Feb/p4A]

1995 How They Voted: Unfunded Mandates [TBA:Mar/Senate p4A; House, p8A]

Chamber Sees More Mandates [TBA:Dec/p10A]

FEES

FEES see *Wages/Salaries/Fees*
FINANCE COMPANIES see *Loans*
FINANCIAL PLANNING (PERSONAL) see also *Bankruptcy/Business Failure; Consultants; Estate Planning; Investment (Individual); Securities*
 NB Tip: *Financial Planning* [Jun/p12]
FINANCIAL SERVICES
 Adding Some Byte To Retirement Plans [May/p52]
 Scam Artists Never Sleep [Jul/p29]
FISCAL POLICY see *U.S. Govt.—Budget*
FLAT TAX see *Income Tax*
FLEXTIME see *Employees; Employee Benefits; Management*
FLOWERS/PLANTS/LANDSCAPING
 Competing With Nature [May/p15]
FOOD/BEVERAGE INDUSTRY & TRADE see also *Agribusiness; Restaurants*
 Direct Line: *The Daily Grind* [Jan/p58]
 Letters: *Popping-Fresh Ideas For Trade-Show Booths* [Feb/p5]
 Cooking Up New Revenues [Feb/p6]
 Licking The Competition [Feb/p14]
 Nuts About Snack Food [Mar/p12]
 Direct Line: *Simply Heat And Serve* [Mar/p70]
 Direct Line: *The Royal(ty) Treatment* [Apr/p85]
 Winning Promos, Tastefully Done [Jun/p8]
 Direct Line: *Delivering The Goodies* [Jun/p75]
 Direct Line: *Here's The Scoop* [Jun/p75]
 His Piece Of The Pie [Jul/p14]
 Two Targets Can Be Better Than One [Aug/p10]
 A Heaven For Hotheads [Aug/p16]
 Direct Line: *In It For The Dough* [Aug/p72]
 If The Shoe Fits... [Oct/p16]
 Direct Line: *On The Midway* [Oct/p82]
 Chamber Helps Win Changes [TBA:Oct/p3A]
 Letters: *Hot Sauce Harry's, Not Peppers, Makes NFL-Licensed Product* [Nov/p5]
FOREIGN INVESTMENT see *Economic Development; International Trade & Investment*
401(k) PLANS see *Retirement Plans*
FRANCHISING/LICENSING
 Letters: *A Tug Of War Over "March Madness"* [Jan/p5]
 Franchising: *Special Guide* [Jan/p41]
 New Strategies For Growth [Jan/p41]
 Nuts About Snack Food [Mar/p12]
 Franchising: *Special Guide* [Apr/p69]
 A Piece Of The Action [Apr/p69]
 Direct Line: *The Royal(ty) Treatment* [Apr/p85]
 Franchising: *Special Guide* [Jun/p69]
 Prospecting For Gold [Jun/p69]
 Direct Line: *Knowledge For Hire* [Sep/p78]
 Franchising Special Guide [Oct/p56]
 Choosing A Franchise [Oct/p56]
FRAUD see *Crime*
FREE TRADE see *International Trade & Investment*
FURNITURE see *Home Care, Decorations & Furnishings/Home Improvement; Offices/Office Equipment, Furniture & Supplies*

G

GAMBLING
 Direct Line: *The Chips Are Down* [Mar/p70]
GAMES/HOBBIES
 The King's Dominion [Mar/p55]
 Direct Line: *The Chips Are Down* [Mar/p70]
 Direct Line: *High Flier* [Apr/p84]
 Is It A Hobby Or A Business? [Jun/p65]
GENERAL AGREEMENT ON TARIFFS & TRADE (GATT) see *International Trade & Investment*
GIFTS/GREETING CARDS/NOVELTIES/TOYS
 Tips For Choosing Corporate Gifts [Jan/p21]
 Stick-to-itiveness Pays [Jan/p22]
 A Ringing Success [Feb/p12]
 Clever Gear Packed To Go [Mar/p51]
 Magic Moments—Maybe [Mar/p55]
 Direct Line: *Do Yourself A Favor* [Mar/p70]
 Direct Line: *Exhibiting A Novel Idea* [Mar/p71]
 Direct Line: *High Flier* [Apr/p84]
 NB Tips: *Gift Lists* [Sep/p12]
 NB Tip: *Saving Money And Time* [Dec/p12]
 The Taxing Bottom Line On Holiday Giving [Dec/p48]
 Stocking Stuffers [Dec/p70]
GOLD see *Investment (Individual)*
GOVERNMENT PROCUREMENT
 Important Victories In The Courts [TBA:Feb/p14A]
 Ruling On Directive Challenged [TBA:May/p13A]
 Direct Line: *Getting The Word* [Aug/p72]
 Business Wins High-Court Cases [TBA:Aug/p12A]
 Court To Weigh Key Cases [TBA:Dec/p12A]
 Contractor Rights Saved [TBA:Dec/p14A]
GOVERNMENT REGULATION see also *Americans With Disabilities Act; Federal Mandates; Paperwork Reduction*
 OSHA Loses In Ruling On Multiple Penalties [Jan/p8]
 Regulatory "Correction" Is Law; Others Await Senate Action [Jan/p8]
 A Sobering Law For Truckers [Jan/p26]
 Fast-Forwarding The Paper Chase [Jan/p47]
 Chamber Suit Topples Political Rule [TBA:Feb/p12A]
 Congress Faces Hurdles To Action [Mar/p22]
 End Of The Line For The ICC [Mar/p32]; Clarification [Jun/p5]
 1995 How They Voted: Regulatory Reform [TBA:Mar/Senate p6A; House p10A]
 1995 How They Voted [TBA:Mar/House 9A]
 Where I Stand: On Regulations [Apr/p76]
 Chamber Won't Let Up On Budget, Regulations [TBA:Apr/p1A]
 Lawmakers Have Their Work Cut Out For Them [May/p6]
 Leveling The Playing Field [May/p64]

Business Priorities Enacted
 [TBA:May/p4A]
Readers' Views On Regulations
 [Jun/p85]
Effort To Update Clean Water Act Is Stalled In The Senate [TBA:Jun/p7A]
Business Supports First Steps
 [TBA:Jun/p11A]
Getting A Fix On Bad Laws [Jul/p46]
Business Views Sought [TBA:Jul/p2A]
Chamber Member Survey: Regulatory Reform [TBA:Jul/p7A]
 Letters: *Raising A Red Flag For Businesses' Rights* [Aug/p5]
Town Meeting Set For September [TBA:Aug/p1A]
Regulations Reduce Hiring, Survey Says
 [TBA:Aug/p3A]
Legislation Would Modernize And Overhaul The FDA [TBA:Aug/p7A]
House Bill Would Increase Accountability Of Congress And Agencies On Regulations [TBA:Aug/p10A]
Less Paperwork, More Bank Loans [Sep/p38]
Putting Manufacturers On The Right Course [Oct/p10]
Rules-Accountability Measure Passed [TBA:Dec/p3A]
GOVERNMENT RESOURCES/SERVICES
 Readers' Views On Uncle Sam [Jan/p49]
GOVERNMENTAL ASSISTANCE see *Economic Development*
GRASSROOTS ACTION
INFORMATION NETWORK (GAIN)
 Help Win Passage Of Property-Rights Measure [TBA:Apr/p9A]
 Senate To Decide, Possibly This Month, Whether To Legalize Workplace Teams [TBA:Apr/p9A]
 Chamber Endorses "Friends" [TBA:Apr/p10A]
 Chamber Calls On Congress To Reform Wetlands Program [TBA:Apr/p12A]
 Comp-Time Issue Faces Votes In Committees [TBA:May/p7A]
 Write Your Lawmakers About Their Votes On Critical Product-Liability Legislation [TBA:May/p8A]
 Effort To Update Clean Water Act Is Stalled In The Senate [TBA:Jun/p7A]
 Contact Your Lawmaker About Tax-Restrain Vote [TBA:Jun/p8A]
 Your Survey Response Will Help Chamber Set Priorities [TBA:Jul/p7A]
 Legislation Would Modernize And Overhaul The FDA [TBA:Aug/p7A]
 Write Your Representative About Wage-Hike Vote [TBA:Aug/p8A]
 House Bill Would Increase Accountability Of Congress And Agencies On Regulations [TBA:Aug/p10A]
 Chamber Members Make Priorities Known [TBA:Oct/p7A]
 Communications Guide For 1997 [TBA:Dec/p7A]
GREETING CARDS see *Gifts/Greeting Cards/Novelties/Toys*
GUARANTEES/WARRANTIES
 Guarantees Can Create A Positive Impression [Sep/p10]
 Letters: *Service And Warranties Are Key In Auto Repair* [Dec/p5]

H

HANDICAPPED see also **Americans With Disabilities Act**
Help Wanted Desperately (Cover story) [Apr/p16]
Letters: A Quality Labor Pool Waiting To Be Tapped [Jul/p4]
Double Standard On The Disabled (Commentary) [Nov/p86]
HANDICRAFTS see also **Gifts/Greeting Cards/Novelties/Toys**
Direct Line: Getting The Goods [Sep/p79]
HATCH ACT see **Labor Law & Legislation**
HAZARDOUS WASTE see **Environment**
HEALTH CARE see also **Health-Care Costs/Insurance/Plans**; **Health Care Reform**; **Physical Fitness/Nutrition**; **Stress**; **Workplace Safety & Health**
The Draining Of A Drug [Jan/p50]
Computers' Toll On The Eyes [Feb/p64]
Direct Line: Help With Homework [Jun/p75]
Coping With A Leader's Depression [Jul/p49]
Insurance With Backbone [Aug/p17]
HEALTH-CARE COSTS/INSURANCE/PLANS see also **Employee Benefits**; **Health-Care Reform**; **Medicare/Medicaid**; **Workers' Compensation**
Switching To Self-Insurance (Cover story) [Mar/p16]
Letters: A Balanced Report On Self-Insuring [May/p4]
Letters: Communication Is Key [May/p4]
Letters: Withholding Details [May/p4]
Workers' Comp Via Managed Care [Jul/p42]
Insurance With Backbone [Aug/p17]
For The Record: A health-insurance-reform bill [Sep/p8]
Health Coverage Overseas [Sep/p36]
Congress Unlikely To Cure Medicare Program This Year [Oct/p8]
Hybrid Health Plans Grow In Popularity [Nov/p40]
Taking The Taxes Out Of Health Care [Dec/p29]
Protect Your Firm From COBRA Bites [Dec/p49]
HEALTH-CARE REFORM see also **Health-Care Costs/Insurance/Plans**
New Laws Will Help Business [TBA:Feb/p4A]
1995 How They Voted [TBA:Mar/Senate 7A, House p9A]
Health-Care Legislation Advances [TBA:May/p11A]
Final Health-Care Bill Could Be Good Or Bad [Jun/p6]
Chamber Urges Health-Care Action [TBA:Jun/p3A]
Chamber Member Survey: Health-Care Reform [TBA:Jul/p10A]
Chamber Helps Win Changes [TBA:Oct/p3A]
Chamber Sees More Mandates [TBA:Dec/p10A]
HIGHWAYS see also **Transportation**
Smart Cars, Smart Roads [Feb/p31]
New Laws Will Help Business [TBA:Feb/p4A]
1995 How They Voted: National Highway System Designation [TBA:Mar/Senate p7A House p13A]

Letters: Practicality Is Key In Managing Traffic [Apr/p6]
HIRING & FIRING see also **Civil-Rights Legislation**; **Employees**; **Employment**; **Immigration**; **Layoffs**
Help Wanted Desperately (Cover story) [Apr/p16]
Thorny Issues In Hiring [Apr/p34]
Letters: No Troubled Waters For This Employer [Jun/p4]
Hiring The Right People (Cover story) [Jun/p18]
Interviews: The War Of Wits [Jun/p20]
An Extended-Tryout Option [Jun/p26]
Do You Need A Human-Resources Manager? [Jun/p27]
Letters: A Quality Labor Pool Waiting To Be Tapped [Jul/p4]
Letters: Temp-To-Perm Approach Has Its Drawbacks [Aug/p4]
Letters: Effective Interviewing [Aug/p4]
Where I Stand: On Hiring [Aug/p76]
Readers' Views On Hiring [Oct/p85]
HISPANIC-AMERICANS see **Minority-Owned Business**
HOBBIES see **Games/Hobbies**
HOLIDAYS
Yule Duel (Continued) [Feb/p53]
Pointers For Politeness For Holiday Party [Dec/p10]
An Osborne Update [Dec/p70]
HOME-BASED BUSINESS/HOME OFFICE see also **Independent Contractors**; **Self-Employment**
Letters: Another Helpful Hint For Computer Users [Jan/p5]
Home-Run Firms Increasingly A Hit [Jun/p49R*]
Special Coverage For Home Businesses [Jul/p56]
Letters: Liability Coverage For Home Businesses [Oct/p5]
Home-Office Heaven [Oct/p36]
Business Software For Home Offices [Oct/p42]
HOME CARE, DECORATION & FURNISHINGS/HOME IMPROVEMENT/APPLIANCES
Competing With Nature [May/p15]
A 19th-Century Romance [Dec/p13]
HOME-EQUITY LOANS see **Loans**
HONORS see **Awards/Honors**
HOSPITALS/NURSING HOMES
Opportunity Knocks As America Ages [Aug/p30]
HOTELS/MOTELS/INNS see also **Travel/Tourism/Vacations**
The Toast Of The Town [Jun/p13]
Check In, Then Log In [Aug/p64]
Direct Line: Check-In Time [Sep/p78]
How To Find The Discounts [Nov/p32]
Stocking Stuffers [Dec/p70]
HOUSING see also **Construction Industry**; **Real Estate**
Not Your Usual Dome-icile [Jul/p12]
People Who Live In Steel Houses... [Nov/p78]
HUNTING see **Recreation/Sports & Sports Facilities**

I

IDENTITY/IMAGE (COMPANY & PRODUCT) see also **Corporate Name/Logo**
Making The Climb Onto Store Shelves [May/p8]

A Company Is Only As Small As It Acts [Aug/p11]
It's All In The Name [Aug/p74]
Brewing Up A New, Distinctive Image [Oct/p12]
IMMIGRATION
Bills Would Affect The Hiring Of Skilled Foreign Workers [Mar/p8]
Cuts In Worker Visas Removed From Bills [TBA:May/p10A]
Firms Gain Immigration-Law Protections [TBA:Dec/p3A]
IMPORTING see **International Trade & Investment**
INCOME TAX see also **Business Taxes**; **Estate Planning**; **Taxation**; **U.S. Govt.—Internal Revenue Service**
Social Security Tax Base, Earnings Limit Increase [Jan/p8]
Letters: A 10 Percent Flat Tax Fails The Fairness Test [Feb/p5]
Letters: Flat Tax A Great Idea [Feb/p5]
Letters: The Flat-Tax Debate Is Missing The Point [Mar/p4]
Tax Planning For Buy-Sell Agreements [Mar/p62]
Letters: Flat-Tax System Fits Definition Of Fairness [Apr/p6]
Letters: Not So Simple [Apr/p6]
The Right Answers Can Save You A Bundle [Apr/p67]
The Flat Tax: Investor Nirvana? [Apr/p68]
Board Seeks Repeal Of Estate, Gift Taxes [TBA:Apr/p2A]
Editorial: Watch These Congressional Initiatives [May/p88]
Is It A Hobby Or A Business? [Jun/p65]
The Difference Between Business And Pleasure [Sep/p64]
Separating Business And Commuting Costs [Oct/p73]
The Bottom Line On Taxable Perks [Nov/p71]
There's Nothing Passive About Rental Income [Nov/p71]
The Taxing Bottom Line On Holiday Gifts [Dec/p48]
INDEPENDENT CONTRACTORS
 see also **Self-Employment**
Letters: The IRS Is Trying To Pass The Buck [Jan/p4]
Letters: Workers' Comp A Concern In Status Of Loggers [Feb/p5]
Heading Off An IRS Audit [Mar/p42]
Where I Stand: On Independent Contractors [May/p84]
Letters: It's A Jungle Out There For Employers [Jul/p4]
Readers' Views On Contractors [Jul/p65]
Rule Clarification Urged [TBA:Jul/p3A]
Independent-Contractor Rules Get Friendlier [Dec/p51]
INDIVIDUAL RETIREMENT ARRANGEMENTS (IRA) see **Pensions/Pension Plans**; **Retirement**; **Retirement Plans**
INDUSTRIAL SAFETY see **Workplace Safety & Health**
INFLATION see **Economic Conditions & Forecasts**
INFORMATION SUPERHIGHWAY see **Internet**; **Telecommunication**
INITIAL PUBLIC OFFERINGS
Tales Of Caution In Going Public [Jun/p57]
INNOVATION
New Strategies For Growth [Jan/p41]

INNS

INNS see Hotels/Motels/Inns
INSURANCE see also Health-Care Costs/
Insurance/Plans; Liability/Liability
Insurance & Law
Medical Records Bureau Agrees To
Open Files [Apr/p67]
Special Coverage For Home Businesses
[Jul/p56]
Does Your Policy Have You Covered?
[Aug/p43]
Covering Losses From Nonpayment
[Aug/p68]
Letters: Liability Coverage For Home
Businesses [Oct/p5]
IRS Casts Doubt On Popular Split-Dollar
Life Insurance [Oct/p75]
INTEREST RATES see
Economic Conditions & Forecasts
INTERIOR DECORATING see
Home Care, Decorating &
Furnishings/Home Improvement/
Appliances; Offices & Office
Equipment, Furniture & Supplies
INTERNAL REVENUE SERVICE see
U.S.Govt.— Internal Revenue Service
INTERNATIONAL BUSINESS
EXCHANGE (IBEX)
Trade System Growing [TBA:May/p9A]
New System For Commerce
[TBA:Dec/p6A]
INTERNATIONAL TRADE & INVESTMENT
Fostering A Global Vision [Jan/p39]
Asia Conference Slated For March
[TBA:Mar/p2A]
1995 How They Voted: MFN Status For
China [TBA:Mar/House p12A]
At A Crossroads In Latin America
[Apr/p38]; Correction [May/p5]
NB Tips: Resources On Latin America
[May/p11]
Direct Line: Red-Hot Markets
[May/p86]
Chamber Plans Export Events
[TBA:May/p6A]
Trade System Growing [TBA:May/p9A]
Arbitration Provisions Save Money And
Time [Jun/p10]
The Hot Zones For Entrepreneurs
[Jun/p42]
Merge Trade Aid, Chamber Tells Panel
[TBA:Jun/p5A]
Trade Battle Looms [TBA:Jun/p14A]
Chamber Member Survey: Trade-
Negotiating Strategies
[TBA:Jul/p10A]
Chamber Member Survey: Trade-
Development Strategies
[TBA:Jul/p10A]
Editorial: The Real World Of U.S. Trade
[Aug/p79]
Ex-Im Dam Move Denounced
[TBA:Aug/p2A]
Business Wins Trade Vote On China
[TBA:Aug/p4A]
Direct Line: Doing Your Paperwork
[Sep/p78]
Direct Line: Assistance For Importers
[Oct/p83]
Ex-Im Bank Debuts Loan-Guarantee
Program [Nov/p10]
INTERNET see also Electronic
Mail/Voice Mail; Telecommunication
Staking A Claim On The Internet
[Jan/p29]
Setting Up Your Business On The Web
[Jan/p30]

Netscape Founder Points, And It Clicks
[Jan/p32]
A New Presence On The Internet
[Feb/p51]
New Initiatives To Help Members
[TBA:Feb/p9A]
Promoting A World Ethical Standard
[Apr/p12]
At A Crossroads In Latin America
[Apr/p38]
Internet-Access Cost Savings Set
[TBA:May/p2A]
On-Line Ads Available At Discount
[TBA:May/p2A]
For The Record [Aug/p8]
Opposition Grows To Excise, Sales Taxes
[Aug/p67]
On-Line: The Future Of Catalogs?
[Sep/p60]
Creating Your Own Web Site [Nov/p36]
Covering The Bases For Your Web Site
[Nov/p38R*]
The Future Is Now (Cover story)
[Dec/p16]
New System For Commerce
[TBA:Dec/p6A]
INTERSTATE COMMERCE
Court To Weigh Key Cases
[TBA:Dec/p12A]
INVENTORY/INVENTORY CONTROL
Direct Line: Breaking The Code
[Oct/p82]
INVESTMENT (INDIVIDUAL) see also
Art/Photography; Securities
Several Heads Are Often Better Than
One [Jan/p35]
The Flat Tax: Investor Nirvana?
[Apr/p68]
The Easy Way To Play The Real-Estate
Market [Sep/p65]
Lifestyle Funds: Laissez-Faire Investing
[Oct/p76]
Direct Line: When Dollars Need A
Home [Dec/p62]

J

JOB CREATION
The Flip Side Of Downsizing (Cover
story) [Oct/p18]
JOB DISCRIMINATION see
Discrimination; Employment;
Hiring & Firing
JOB TRAINING see
Education/Job Training
JOINT VENTURES see International
Trade & Investment; Special Advertising
Sections portion of Index
JUDICIAL SYSTEM see Legal Services;
Liability/Liability Insurance & Law;
Litigation
JUST-IN-TIME CONCEPT
The New Supplier Partnership: An Inside
Story [May/p21]

K

KEOGH PLANS see Retirement
KOREA
Korea (Special advertising section)
[Nov/p43]

L

LABELING see Packaging/Labeling
LABOR see also
Employees; Organized Labor
End Of The Line For The ICC [Mar/p32]
Clarification [Jun/p5]
Administration Drops Challenge
[TBA:Dec/p13A]
LABOR LAW & LEGISLATION see also
Employee Benefits; Organized Labor
High Court Cases Pending
[TBA:May/p14A]
Chamber Member Survey: Labor-Law
Reform [TBA:Jul/p7A]
For The Record: Business-backed labor
legislation [Sep/p8]
Where I Stand: On Labor issues
[Oct/p84]
Readers' Views: Time Off For Workers
[Dec/p60]
LABOR-MANAGEMENT RELATIONS
Labor Relations At Readers' Firms
[Feb/p63]
1995 How They Voted: Management-
Labor Cooperation [TBA:Mar/
House p13A]
LABOR UNIONS see Labor Law &
Legislation; Organized Labor
LAND USE see also Environment
1995 How They Voted: Private-Property
Rights [TBA:Mar/House p9A]
Help Win Passage Of Property-Rights
Measure [TBA:Apr/p9A]
Chamber Calls On Congress To Reform
Wetlands Program [TBA:Apr/p12A]
Senate Urged To Pass Property-Rights
Bill [TBA:Aug/p4A]
LANDSCAPING see
Flowers/Plants/Landscaping
LATIN AMERICA
At A Crossroads In Latin America
[Apr/p38]; Correction [May/p5]
NB Tips: Resources On Latin America
[May/p11]
Direct Line: Red-Hot Markets
[May/p86]
LAW ENFORCEMENT see
Security Systems/Law Enforcement
LAWS & LEGISLATION (FEDERAL)
see also Civil Rights Legislation; Labor
Law & Legislation; Law & Legislation
(State); Liability/Liability Insurance &
Law
Chamber Helps Advance Members' Top
Priorities [TBA:Feb/p3A]
Bills Would Affect The Hiring Of Skilled
Foreign Workers [Mar/p8]
Congress Faces Hurdles To Action
[Mar/p22]
1995 How They Voted [TBA:Mar/p3A]
Chamber Urges Action On Farm Bills
[TBA:Apr/p14A]
Lawmakers Have Their Work Cut Out
For Them [May/p6]
Comp-Time Issue Faces Votes In
Committees [TBA:May/p7A]
Write Your Lawmakers About Their
Votes On Critical Product-Liability
Legislation [TBA:May/p8A]
Chamber Criticizes Liability-Bill Veto
[TBA:Jun/p1A]
Rights Bill Advances [TBA:Jun/p4A]
Chamber Calls For TEAM Vote
[TBA:Jun/p14A]

A Tax-Relief Quilt That Could Unravel [Jul/p8]
Getting A Fix On Bad Laws [Jul/p46]
Editorial: A Veto That Rebuffs Consumers [Jul/p72]
Senate Urged To Pass Property-Rights Bill [TBA:Aug/p4A]
Legislation Would Modernize And Overhaul The FDA [TBA:Aug/p7A]
Chamber Victories [TBA:Oct/p1A]
Chamber Members Make Priorities Known [TBA:Oct/p7A]
Business Community Wins Some, Loses Some [Nov/p10]
Where I Stand: Is America Ready? [Nov/p85]
"Corrections Day" Measures Show Bipartisan Appeal [Dec/p6]
Seeds Of Change For Farmers [Dec/p42]
Members' Priorities Previewed [TBA:Dec/p2A]
Rules-Accountability Measure Passed [TBA:Dec/p3A]
Firms Gain Immigration Protections [TBA:Dec/p3A]
LAWS & LEGISLATION (STATE) see also **State Concerns & Initiatives**
Important Victories In The Courts [TBA:Feb/p14A]
LAWSUITS see **Legal Services; Liability/Liability Insurance & Law; Litigation**
LAYOFFS
Easing The Pain Of Layoffs [Jan/p17]
LEADERSHIP see **Business Strategies; Family Business; Management**
LEASES & LEASING/RENTALS
Direct Line: Personal Space [Jan/p56]
Shutting The Door On Lease Problems [Mar/p24]
Letters: Further Insurance Against Lease Problems [May/p5]
Letters: Auditing Your Lease [May/p5]
The Suite Life For Office Renters [May/p40]
Small Fleets Get A New Lease On Life [May/p46]
Tips For Negotiating A Better Deal [Jun/p12]
Letters: Getting To The Roots Of Executive Suites [Sep/p5]
LEGAL SERVICES see also **Litigation**
Tailoring Fee Arrangements [Jan/p20]
LIAIBILITY/LIABILITY INSURANCE & LAW
Important Victories In The Courts [TBA:Feb/p14A]
Letters: A Warning Elicited On Truckers' Liability [Mar/p4]
1995 How They Voted: Product-Liability Reform [TBA:Mar/Senate p5A; House p10A]
Letters: Further Insurance Against Lease Problems [May/p5]
Write Your Lawmakers About Their Votes On Critical Product-Liability Legislation [TBA:May/p8A]
Gaining An Edge On Liability [Jun/p50]
Chamber Criticizes Liability-Bill Veto [TBA:Jun/p1A]
Business Supports First Steps [TBA:Jun/p11A]
Editorial: A Veto That Rebuffs Consumers [Jul/p72]
High Court Sides With Chamber [TBA:Jul/p3A]
Vote After Veto Stalls '96 Effort [TBA:Jul/p15A]

Covering The Bases For Your Web Site [Nov/p38R*]
LICENSES see **Franchising/Licensing**
LIMITED-LIABILITY COMPANIES see **Corporations; Liability/Liability Insurance & Law**
LIMITED PARTNERSHIPS see **Partnerships/ Alliances**
LINE-ITEM VETO see **Vetoes**
LITERACY see **Education/Job Training**
LITIGATION see also **Arbitration/ Mediation/Negotiation; Legal Services**
Rising Complaints Of Religious Bias [Feb/p36]
Yule Duel (Continued) [Feb/p53]
Important Victories In The Courts [TBA:Feb/p14A]
Chamber Member Survey: Legal Reform [TBA:Jul/p7A]
LIVESTOCK see **Agriculture**
LIVING WILLS see also **Estate Planning**
Protect Yourself Against The High Cost Of Dying [Jun/p65]
LOANS see also **Banks/Banking; Capital; Credit; Credit Cards & Accounts; Economic Development; Venture Capital**
SBA-Backed Loans Just Got Costlier [Feb/p43]
How To Get A "Yes" From Your Banker [Apr/p37]
Direct Line: A Helping Hand [Apr/p84]
Financial Resources Guide Available [TBA:Jul/p14A]
Ex-In Dam Move Denounced [TBA:Aug/p2A]
Capital Ideas For Financing [Sep/p18]
Getting A Bank To Stick With You [Sep/p24]
Less Paperwork, More Loans [Sep/p38]
Ex-In Bank Debuts Loan-Guarantee Program [Nov/p10]
LOGO see **Corporate Name/Logo**
LUGGAGE see **Aircraft/Airplanes/Airports; Travel/Tourism/Vacations**
LUPBERGER, EDWIN (CHAIRMAN, U.S. CHAMBER OF COMMERCE)
A Businessman On A Mission [May/p66]

M

MAGAZINES/NEWSLETTERS/ NEWSPAPERS also **Printing/Publishing**
A Newsletter Pulls Employees Together [Feb/p10]
Sharing The Written Word [Mar/p52]
Direct Line: Start The Presses [May/p86]
MAIL SERVICES see **U.S. Postal Service**
MAILING LISTS/MAIL ORDER
BUSINESS see **Direct Marketing**
MALPRACTICE CLAIMS see **Law**
Liability/Liability Insurance & Law
MANAGED HEALTH CARE see **Health Care; Health-Care Costs/Insurance/ Plans; Health-Care Reform**
MANAGEMENT see also **Arbitration/ Mediation/Negotiation; Business Strategies; Communication; Corporations; Cost Management; Crisis Management; Downsizing; Employees; Employment; Hiring & Firing; Quality Management; Substance Abuse; Wages/Salaries/Fees**
Emotions In The Workplace [Feb/p25]

Too Much Team Harmony Can Signal Trouble [Apr/p10]
A Coming Sea Change In Leadership [Apr/p60]
Linking Payday To Cash In Hand [May/p36]
However You Slice It [Jun/p16]
Do You Delegate As Much As You Can? [Jul/p9]
Contests Can Rev Up Employees [Jul/p37]
Letters: Well-Run Firms Give Salespeople Their Due [Aug/p5]
Not Just A Meeting; It's An Adventure [Aug/p53]
Steering Safely Through A Crisis [Sep/p33]
Can You Stay Small Forever? [Oct/p34R*]
Tapping Employees' Insights To Expand Productivity [Nov/p13]
Ways To Harness Runaway Costs [Nov/p29]
Xers As Managers [Nov/p51]
When Your Business Is Twins—Or Triplets [Nov/p53]
10 Ways To Increase Your Firm's Value [Nov/p72]
The Greening Of Deal Making [Dec/p32]
Professionalizing A Family Business [Dec/p53]
MANDATES see **Federal Mandates**
MANUFACTURING
A Company Is Turned Around Through Japanese Principles [Feb/p9]
A Ringing Success [Feb/p12]
However You Slice It [Jun/p16]
Putting Manufacturers On The Right Course [Oct/p10]
MARKET RESEARCH/MARKETING see also **Advertising; Direct Marketing; Sales/Selling**
Letters: You Want To Be In That Number [Jan/p4]
Increasing Revenue With Repeat Sales [Jan/p36]
A Ringing Success [Feb/p12]
On The Cutting Edge [Feb/p15]
Networking 101: Seeing And Being Seen [Mar/p11]
Grooming For Success [Mar/p13]
Direct Line: Exhibiting A Novel Idea [Mar/p71]
A New Selling Approach Makes Fashion Sense [Apr/p10]
Making The Climb Onto Store Shelves [May/p8]
Sprouting Sales With "Green" Products [May/p11]
X Marks The Spot For Low-Key Sales [May/p32]
Winning Promos, Tastefully Done [Jun/p8]
Direct Line: Netting A Client Roster [Jun/p76]
Marketing By Database [Jul/p23]
The Lighter Side Of Promotions [Jul/p48]
Two Targets Can Be Better Than One [Aug/p10]
Opportunity Knocks As America Ages [Aug/p30]
Smiling For The Camera [Sep/p69]
Leading The Way To Effective Marketing [Oct/p10]
Brewing Up A New, Distinctive Image [Oct/p12]
When Your Business Is Twins—Or Triplets [Nov/p53]

MATERNITY

MATERNITY & PATERNITY LEAVES

see Employee Benefits

MEDIA see also Radio; Television

Giving The Media Food For Thought
[Sep/p6]

Letters: The Middle Ground For Press

Releases [Nov/p4]

Direct Line: News Flash! [Nov/p77]

Communications Guide For 1997:

Conveying Your Message To The
News Media [TBA:Dec/p8A]

MEDIATION see

Arbitration/Mediation/ Negotiation

MEDICAID/MEDICARE see also

Entitlements; Health-Care Costs/

Insurance/Plans

1995 How They Voted: Medicare
Preservation Act [TBA:Mar/
House p14A]

Help Urged For Medicare

[TBA:Aug/p5A]

If Medicare Isn't Harnessed... [Sep/p8]

Congress Unlikely To Cure Medicare

Program This Year [Oct/p8]

MEDICAL SAVINGS ACCOUNTS

Taking The Taxes Out Of Health Care
[Dec/p29]

MEETINGS see also

Conferences/Conventions; Management

NB Tips: Meeting Madness [May/p11]

Not Just A Meeting; It's An Adventure

[Aug/p52]

MEN

Leveling The Playing Field [May/p64]

MERGERS see

Acquisitions/Divestments/Mergers

MINES/MINING

1995 How They Voted: Mining
Moratorium [TBA:Mar/Senate p6A;
House p14A]

MINIMUM WAGE see

Wages/Salaries/Fees

MINORITY-OWNED BUSINESS

Letters: A Wellspring Of People Who
Know The Score [Jan/p4]

Minority Businesses Are Still

Undercounted [Feb/p8]

Cultural Connections [Sep/p16]

Hispanic-Owned Firms Set The Pace For
Growth [Oct/p9]

MISSION STATEMENTS see Business

Plans, Management

MONEY-MARKET FUNDS see

Securities

MORTGAGES see Loans; Real Estate

MOTELS see Hotels/Motels/Inns

MOTION PICTURES see Entertainment

MOTIVATION

Nurturing Part-Timers To Be
Entrepreneurs [Mar/p10]

Hammering Home Performance

Incentives [May/p10]

Contests Can Rev Up Employees

[Jul/p37]

Nurturing Workers So They'll Stay On
Board [Aug/p6]

Entrepreneurs Who Excel [Aug/p18]

Improving Worker Performance

[Sep/p28]

Fishing For Creative Ways To Make

Workers Happy? [Dec/p10]

MOVING/STORAGE

Direct Line: Personal Space [Jan/p56]

Direct Line: What's In Storage?

[Oct/p82]

MUNICIPAL BONDS see Securities

MUSIC see also Entertainment

On The Cutting Edge [Feb/p15]

Direct Line: Tuning Up [Sep/p78]

MUTUAL FUNDS see Securities

N

NAME TAGS see Offices/Office

Equipment, Furniture & Supplies

NATIONAL CHAMBER LITIGATION

CENTER (NCLC)

Important Victories In The Courts

[TBA:Feb/p14A]

NCLC Prevails In Age-Bias Case

[TBA:Jun/p12A]

Business Wins High-Court Cases

[TBA:Aug/p12A]

Court To Weigh Key Cases

[TBA:Dec/p12A]

NATIONAL DEBT see

U.S. Govt.—Budget

NATION'S BUSINESS MAGAZINE

Letters: Ask And You Shall Receive

[Feb/p4]

Letters: Addressing A Couple Of Points

About E-Mail [Mar/p5]

NEGOTIATION see

Arbitration/Mediation/Negotiation

NETWORKING

Networking 101: Seeing And Being Seen

[Mar/p11]

Direct Line: Netting A Client Roster

[Jun/p76]

Consultants To The Rescue [Jul/p32]

NOVELTIES see

Gifts/Greeting Cards/Novelties/Toys

NURSES/NURSING see Health Care

NUTRITION see Food/Beverage Industry

& Trade; Health Care; Physical

Fitness/Nutrition

O

OCCUPATIONAL HAZARDS &

INJURIES see U.S. Govt.—Occupational

Health & Safety Administration;

Workplace Safety & Health

OFFICES/OFFICE EQUIPMENT,

FURNITURE & SUPPLIES see also

Computers/Software

What's In A Name? [Feb/p53]

The Lowdown On High Tech [Apr/p53]

The Suite Life For Office Renters

[May/p40]

Winning At Cards [Jul/p66]

Check In, Then Log In [Aug/p63]

Letters: Getting To The Roots Of

Executive Suites [Sep/p5]

How To Prepare For A Buying Trip

[Nov/p13]

Fishing For Creative Ways To Make

Workers Happy? [Dec/p10]

Oil see

Energy Resources, Production & Use

OLDER ADULTS see also Demographics;

Medicaid/Medicare; Social Security;

Retirement

Opportunity Knocks As America Ages

[Aug/p30]

OLYMPIC GAMES

Lighting A Torch For Small Firms

[Apr/p28]

Coping With The Disruption [Apr/p31]

Winter Games Contracts On Ice
[Apr/p32]

ONLINE SERVICES see

Telecommunication

OPTIONS TRADING see Securities

ORGANIZED LABOR see also Labor

Law & Legislation

Labor Comes Alive (Cover story)

[Feb/p16]

Milestones In The History Of Organized
Labor [Feb/p22]

Where I Stand: On Labor's Strategy

[Feb/p62]

Labor Relations At Readers' Firms

[Feb/p63]

Letters: Bullying Tactics By Unions

Decreed [Apr/p4]

Letters: Opportunities For Growth

[Apr/p4]

Letters: The Big Bad Wolf? [Apr/p4]

Readers' Views On Labor's Aims

[Apr/p77]

Editorial: "Labor '96" Is Cause For

Business Concern [Apr/p88]

Business To Counter Unions

[TBA:May/p3A]

Editorial: The AFL-CIO's Out-Of-Touch
Campaign [Jun/p88]

How Voters React To Endorsements

[TBA:Jul/p13A]

AFL-CIO Targets Lawmakers

[TBA:Jul/p14A]

Letters: Union Contributions Go Against

The Grain [Aug/p5]

Your Help Is Needed [TBA:Aug/p12A]

Editorial: The Importance Of The 1996

Elections [Sep/p80]

Senate Approves, Clinton Vetoes TEAM

Act [TBA:Oct/p10A]

Labor Effort Stopped Short

[TBA:Dec/p2A]

OUTLET CENTERS

A Growing Outlet For Small Firms

[Aug/p45]

OUTSIDE CONTRACTORS see

Independent Contractors;

Self-Employment

OUTSOURCING

Where I Stand: On Outsourcing

[Mar/p68]

Readers' Views On Outsourcing

[May/p85]

Direct Line: Netting A Client Roster

[Jun/p76]

OWNERSHIP see also Employee

Stock Ownership/Profit-Sharing;

Family Business

Tales Of Caution In Going Public

[Jun/p57]

Preparing For The Tests Of Company

Ownership [Aug/p56]

P

PACKAGING/LABELING

Corrections: December "Making It"

article on Electronic Imaging

Services [Jan/p5]

Good Things Come In Good Packaging

[Oct/p6]

PAGERS/PAGING see

Telecommunications

PAPER PRODUCTS

Direct Line: Doing Your Paperwork

[Feb/p78]

PAPERWORK REDUCTION see also **Government Regulation**
New Laws Will Help Business [TBA:Feb/p4A]
1995 How They Voted: Paperwork Reduction [TBA:Mar/Senate p5A]
PERSONAL LEAVE see **Employee Benefits**
PARTIES/PARTY-GIVING
Do Yourself A Favor [Mar/p70]
The Face In The Yearbook [Apr/p78]
PARTNERSHIPS/ALLIANCES see also **Public-Private Partnerships**
Tax Planning For Buy-Sell Agreements [Mar/p62]
Striking The Right Match (Cover story) [May/p18]
The New Supplier Partnership: An Inside Story [May/p21]
When Corporate Cultures Clash [May/p24]
Opposites Attract—With Time And Effort [Jul/p9]
A Recipe For Low-Cost Start-Up Facilities [Nov/p12]
PATENTS/COPYRIGHT/
TRADEMARKS see **Trade Secrets**
PAYROLL TAXES see **Business Taxes**
PENSIONS/PENSION PLANS see also **Financial Services; Individual Retirement Arrangements; Retirement; Retirement Plans**
Pension Taxes Limited [TBA:Mar/p2A]
Chamber Member Survey: Pension Reform [TBA:Jul/p7A]
PERSONAL FINANCE see **Estate Planning; Investment (Individual)**
PERSONNEL POLICIES see **Employees; Management**
PETROLEUM INDUSTRY see **Energy Resources, Production & Use**
PETS
Animal Magnetism [Jul/p24]
PHARMACEUTICAL PRODUCTS
The Draining Of A Drug [Jan/p50]
PHILANTHROPY see **Charitable Donations & Organizations/Volunteerism; Community Service**
PHOTOGRAPHY see **Art/Photography; Games/Hobbies**
PHYSICAL FITNESS/NUTRITION see also **Health Care**
Eggstra! Eggstra! [Feb/p53]
PHYSICIANS see **Health Care; Health-Care Reform**
PLANTS see **Flowers/Plants/Landscaping**
PLUMBING FIXTURES see **Home Care, Decorating & Furnishings/ Home Improvement/Appliances**
POLITICS/POLITICIANS
Editorial: Obstructionism Is Not Good Policy For 1996 [Feb/p76]
Chamber Suit Topples Political Rule [TBA:Feb/p12A]
Editorial: "Labor '96" Is Cause for Business Concern [Apr/p88]
Small Business Plays Its Cards [Jun/p28]
NB Tip: Small-Business Revolt [Jul/p10]
Lesher Book Warns Small Firms [TBA:Jul/p12A]
Editorial: The Importance Of The 1996 Elections [Sep/p80]
POPULATION see **Demographics**
POSTAGE/POSTAL SERVICE see **U.S. Postal Service**

PRESENTATIONS see **Market Research/Marketing; Sales/Selling**
PRINTING/PUBLISHING see also **Books; Magazines/Newsletters**
Blest Be The Tapes That Bind [Oct/p54]
In-House Publishing, Professional Results [Nov/p34]
Direct Line: Primed For Printing [Nov/p76]
PRIVATE-PROPERTY RIGHTS see **Land Use**
PRODUCT DEVELOPMENT
You Have A Great Concept, But Now What Do You Do? [Jan/p20]
Direct Line: Carving A Niche [Feb/p75]
A Jet-Powered Takeoff [Mar/p14]
PRODUCT LIABILITY see **Liability/Liability Insurance & Law**
PRODUCT PRICING
Direct Line: Carving A Niche [Feb/p75]
Leveling The Playing Field [May/p64]
PRODUCTIVITY
Improving Worker Performance [Sep/p28]
Tapping Employees' Insights To Expand Productivity [Nov/p13]
PROFESSIONALS see also **Consultants**
PROMPT PAYMENT see **Cash Management; Government Procurement**
PROPERTY RIGHTS see **Land Use**
PROTECTIONISM see **International Trade & Investment**
PUBLIC ASSISTANCE see **Welfare**
PUBLIC LAND see **Land Use**
PUBLIC OPINION see also **Economic Conditions & Forecasts; Economic Indicators & Indexes; Where I Stand in Regular Features & Special Reports**
section of Index
Business Supports First Steps [TBA:Jun/p11A]
Chamber Members Make Priorities Known [TBA:Oct/p7A]
Where I Stand: Is America Ready? [Nov/p85]
Firms Want Tax cut, Federal Budget Balanced [TBA:Dec/p11A]
PUBLIC RELATIONS see also **Customer Relations & Service; Market Research/Marketing**
PUBLIC WORKS see **Highways**
PUBLICITY
Getting On The Air [Feb/p9]
Giving The Media Food For Thought [Sep/p6]
Letters: The Middle Ground For Press Releases [Nov/p4]
PUBLISHING see **Books; Magazines/Newsletters/Newspapers; Printing/Publishing**
PURCHASING
The Ins And Outs Of Buying At Auctions [Feb/p10]
Direct Line: Do Yourself A Favor [Mar/p70]
Rising Hurdles For Vendors [Jun/p46]
PURCHASING ALLIANCES/ GROUPS/ POOLS
Striking The Right Match (Cover story) [May/p18]
Gaining An Edge On Liability [Jun/p51]
Letters: Definition Of Terms Is Key In Alliances [Jul/p4]

Q

QUALITY CONTROL
Hammering Home Performance Incentives [May/p10]
Looking For Ms. Goodwrench [Oct/p14]
QUALITY MANAGEMENT see also **Management**
Fall Seminar Schedule Set [TBA:Jun/p12A]
Spring Seminars Slated [TBA:Dec/p9A]
QUOTA SYSTEMS see **Employment; Hiring & Firing**

R

RADIO see also **Media**
Getting On The Air [Feb/p9]
REAL ESTATE
The Easy Way To Play The Real-Estate Market [Sep/p65]
RECESSION see **Economic Conditions & Forecasts**
RECREATION/SPORTS & SPORTS FACILITIES
A Jet-Powered Takeoff [Mar/p14]
Direct Line: Rolling For Dollars [Mar/p70]
Tapping The Great Outdoors [Apr/p13]
Lighting A Torch For Small Firms [Apr/p28]
Not Your Usual Dome-icile [Jul/p12]
From Baseball To Business [Oct/p48]
Taming A Rogue Sport [Nov/p14]
The Greening Of Deal Making [Dec/p32]
Direct Line: A Concept With A Kick [Dec/p62]
RECYCLING see **Environment**
RED TAPE/REGULATION see **Government Regulation**
RELIGION
Rising Complaints Of Religious Bias [Feb/p36]
Direct Line: Christian Suppliers [Jan/p75]
RELOCATION see **Moving/Storage**
RENTALS see **Leases & Leasing/Rentals**
RESEARCH & DEVELOPMENT see **Technical Innovation & Technology**
RESTAURANTS/BARS see also **Food/Beverage Industry & Trade**
The Toast Of The Town [Jun/p13]
I'll Take Manhattan—And A Manhattan [Jun/p68]
His Piece Of The Pie [Jul/p14]
Direct Line: Health Fare [Aug/p72]
RETAIL STORES & TRADE
Wheels Of Change In Bicycle Retailing [Feb/p11]
A Novel Enterprise [Apr/p14]
Making The Climb Onto Store Shelves [May/p8]
Sprouting Sales With "Green" Products [May/p11]
X Marks The Spot For Low-Key Sales [May/p32]
With Private Labeling, Breaking In Is Hard To Do [Jun/p10]
The Hot Zones For Entrepreneurs [Jun/p42]
The Little Guys Strike Back (Cover story) [Jul/p18]
A Growing Outlet For Small Firms [Aug/p45]

RETIREMENT

It's All In The Name [Aug/p74]
Smoke And Memories [Aug/p74]
Letters: A Competitive Edge Through Cooperatives [Sep/p5]
Cultural Connections [Sep/p16]
Direct Line: Tuning Up [Sep/p78]
Direct Line: Getting The Goods [Sep/p79]
If The Shoe Fits... [Oct/p16]
Direct Line: Assistance For Importers [Oct/p83]
Going Back To School [Nov/p18]
Direct Line: Now You're Cooking [Nov/p76]
Riding A Fashion Wave [Dec/p14]
RETIREMENT see **Older Adults**; **Pensions/Pension Plans; Retirement Plans**
RETIREMENT PLANS
Small Firms Gaining An Edge In 401(k) Plans [Apr/p64]
Adding Some Byte To Retirement Plans [May/p52]
Check The Fine Print In Picking A 401(k) Plan [May/p74]
Fidelity, Chamber Set Retirement-Plan Offer [TBA:May/p2A]
Employee Education On 401(k) Plans [Jun/p66]
Time Is Running Out On 401(k) Amnesty [Jul/p56]
Retirement Plan Draws Attention [TBA:Jul/p4A]
Retirement Plans For Small Firms [TBA:Oct/p1A]
Firms Sign Up For Plans [TBA:Dec/p1A]
RETREATS see **Meetings**
RISK MANAGEMENT see **Insurance; Liability/Liability Insurance & Law**

S

S CORPORATIONS see **Corporations**
SAFETY see **Workplace Safety & Health**
SALARIES see **Wages/Salaries/Fees**
SALESSELLING see also **Advertising; Direct Marketing; Market Research/Marketing**
What The Numbers May Not Tell You [Jan/p21]
Staking A Claim On The Internet [Jan/p28]
Increasing Revenue With Repeat Sales [Jan/p36]
Letters: Training Is The Key To Repeat-Sales Success [Mar/p4]
Managing Sales With Software [Mar/p29]
Linking Payday To Cash In Hand [May/p36]
Making The Switch From Direct To Dealer Sales [Jul/p10]
Letters: Well-Run Firms Give Salespeople Their Due [Aug/p51]
Leading The Way To Effective Marketing [Oct/p10]
SALES TAXES see **Taxation**
SECURITIES see also **Initial Public Offerings; Investment (Individual)**
Several Heads Are Often Better Than One [Jan/p35]
Wall Street Looks For Moderate Gains In '96 [Feb/p56]
A New Wrinkle In Selling Stock To Your Children [Mar/p62]
How To Invest Wisely In A Bond Fund [Mar/p63]
Market Bulls Battle A Case Of Nerves [May/p72]

Direct Line: Stocking Up [May/p86]
What's Your Mutual Fund Really Costing You? [Jul/p57]
Stock Market Shows Little Inclination To Pause [Aug/p65]
Taking Stock Of Family-Owned Firms [Oct/p64]
Lifestyle Funds: Laissez-Faire Investing [Oct/p76]
Financial Markets Move Cautiously [Nov/p68]
Letters: A World Wide Web Site On Stock Offerings [Dec/p4]
Risk Vs. Reward In Mutual Funds [Dec/p50]
SECURITY/SECURITY SYSTEMS/LAW ENFORCEMENT see also **Crime; Trade Secrets**
Direct Line: Detective Work [Feb/p74]
Direct Line: On Guard [Apr/p84]
The Brave New World Of Business Security [May/p29]
Letters: Security Precautions Are A Pre-emptive Strike [Jun/p5]
Letters: A Longer Perspective On Violent Crime [Jun/p6]
SELF-EMPLOYMENT see also **Independent Contractors**
New Laws Will Help Business [TBA:Feb/p4A]
1995 How They Voted [TBA:Mar/ Senate p7A, House p9A]
Taking The Taxes Out Of Health Care [Dec/p29]
SELF-INSURANCE
Switching To Self-Insurance (Cover story) [Mar/p16]
Letters: A Balanced Report On Self-Insurance [May/p4]
Letters: Communication Is Key [May/p4]
Withholding Details [May/p4]
SENIOR CITIZENS see **Older Adults**
SERVICES see also **Government Resources Services**
A Real Page Turner [Jan/p22]
The Face In The Yearbook [Apr/p78]
Direct Line: A Helping Hand [Apr/p84]
Direct Line: On Guard [Apr/p84]
Leveling The Playing Field [May/p64]
The Hot Zones For Entrepreneurs [Jun/p42]
Office Cruise Directors [Nov/p16]
SHIPPING see **Transportation**
SHOES see **Clothing**
SIGNS
Letters: Raising A Red Flag For Businesses' Rights [Aug/p5]
SMALL BUSINESS
Slow But Steady (Cover story) [Jan/p10]
Position Your Firm Now For Growth [Jan/p14]
Deciding To Succeed (Blue Chip Enterprise Initiative honorees) [Mar/p38]
NB Tips: Learning In New York [Apr/p12]
The Case For E-mail [May/p61]
Small-Business Standouts To Receive Recognition [Jun/p6]
Small Business Plays Its Cards [Jun/p28]
NB Tip: Small-Business Revolt [Jul/p10]
Entrepreneurs Who Excel [Aug/p18]
Small-Company Resources [TBA:Oct/p2A]
For Small Firms, A Really Big Show [Nov/p27]
SMALL-BUSINESS INCUBATORS see **Economic Development**

SMALL BUSINESS INSTITUTE (SBI)
New Initiatives To Help Members [TBA:Feb/p9A]
SOCIAL SECURITY see also **Entitlements**
Social Security Tax Base, Earnings Limit Increase [Jan/p8]
Lawmakers Have Their Work Cut Out For Them [May/p6]
Editorial: Watch These Congressional Initiatives [May/p88]
Business Priorities Enacted [TBA:May/p4A]
Chamber Member Survey: Social Security And Entitlement Reform [TBA:Jul/p10A]
For The Record [Aug/p8]
Double Standard On The Disabled (Commentary) [Nov/p86]
Where I Stand: On Social Security [Dec/p61]
SOFTWARE see **Computers/Software**
SOUTH AMERICA see **Latin America**
SPORTS see **Recreation/Sports & Sports Facilities**
START-UPS see also **Entrepreneurs; Entrepreneurs Notebook and Making It in Regular Features & Special Reports**
section of Index; "Getting Started" in Direct Line section of each issue
Knowing When To Cut The Cord [Apr/p8]
How To Deduct Start-Up Costs [Apr/p66]
The Hot Zones For Entrepreneurs [Jun/p42]
A Recipe For Low-Cost Start-Up Facilities [Nov/p12]
A Novel Way To Hold On To Departing Workers [Dec/p12]
STATE CONCERNs & INITIATIVES see also **Laws & Legislation (State)**
Persuading Firms To Stay In The Fold [Jul/p25]
STATIONERY see **Offices/Office Equipment, Furniture & Supplies**
STOCK OPTION PLANS see **Employee Stock Ownership/Profit-Sharing**
STOCKS/STOCK MARKET see **Business Conditions & Forecasts; Economic Conditions & Forecasts; Securities**
STORAGE see **Moving/Storage**
STRESS see also **Health Care**
Emotions In The Workplace [Feb/p25]
A Less-Stressed Work Force [Nov/p50]
STRIKER REPLACEMENT
Important Victories In The Courts [TBA:Feb/p14A]
Chamber Wins Legal Fight [TBA:Mar/p1A]
1995 How They Voted [TBA:Mar/ Senate p5A; House p12A]
Ruling On Directive Challenged [TBA:May/p13A]
Striker Ruling Is Reaffirmed [TBA:Jul/p12A]
STRIKES/SLOWDOWNS see also **Labor Law & Legislation; Labor Unions**
Labor Comes Alive (Cover story) [Feb/p16]
Letters: Security Precautions Are A Pre-emptive Strike [Jun/p5]
Administration Drops Challenge [TBA:Dec/p13A]
SUBSTANCE ABUSE see also **Tests/Testing**
The War On Drugs Wants You [Feb/p54]
SUPPLIERS see **Vendors**
SURVEYS see **Public Opinion**

T

TAX REFORM *see* **Taxation**
TAX SHELTERS *see* **Income Tax**
TAXATION *see also* **Business Taxes**; **Income Tax**; **U.S. Govt.—Internal Revenue Service**; **1995 How They Vote: Tax And Spending Cuts** [TBA:Mar/House p11A]
Board Seeks Repeal Of Estate, Gift Taxes [TBA:Apr/p2A]
Rights Bill Advances [TBA:Jun/p4A]
Contact Your Lawmaker About Tax-Restraint Vote [TBA:Jun/p8A]
Business Supports First Steps [TBA:Jun/p11A]
Chamber Member Survey: Investment And Capital Formation [TBA:Jul/p10A]
Chamber Member Survey: Comprehensive Tax Reform [TBA:Jul/p10A]
For The Record [Aug/p8]
Opposition Grows To Excise, Sales Taxes [Aug/p67]
Editorial: Making Growth A Priority [Oct/p88]
Chamber Helps Win Changes [TBA:Oct/p3A]
Firms Want Taxes Cut, Federal Budget Balanced [TBA:Dec/p11A]
TECHNICAL INNOVATION/TECHNOLOGY *see also* **Computers/Software; Telecommunication**
Smart Cars, Smart Roads [Feb/p31]
Magic Moments—Maybe [Mar/p55]
The Lowdown On High Tech [Apr/p53]
The Hot Zones For Entrepreneurs [Jun/p42]
Home-Run Firms Increasingly A Hit [Jun/p49R*]
Technology And Tenacity [Aug/p14]
Entrepreneurs Who Excel (Cover story) [Aug/p18]
New Horizons In Communications [Aug/p33]
Letters: Database Technology And Customer Service [Oct/p4]
The Future Is Now (Cover story) [Dec/p16]
Tomorrow's Technology Today [Dec/p23]
TELECOMMUNICATION *see also* **Electronic Mail/Voice Mail; Internet**
A Real Page Turner [Jan/p22]
From Wireless Phones To Mobile Offices [Feb/p44]
Direct Line: Opening Page [May/p86]
New Horizons In Communications [Aug/p33]
Some Of The Choices Facing Small Firms [Aug/p36]
Opposition Grows To Excise, Sales Taxes [Aug/p67]
Where I Stand: On Telecommunication [Sep/p76]
Calling For A New Long-Distance Carrier [Oct/p12]
'Tis The Season For "Slamming" [Oct/p74]
Readers' Views: Bullish On Technology [Nov/p84]
The Future Is Now (Cover story) [Dec/p17]
Crucial Connections (modems) [Dec/p40R*]
TELECONFERENCING *see* **Telecommunication**

TELEMARKETING *see* **Direct Marketing; Market Research/Marketing**
TELEPHONES *see* **Telecommunication**
TELEVISION *see also* **Media**
Getting On The Air [Feb/p9]
Television News Show Broadens Its Reach [TBA:Feb/p9A]
"First Business" Expands Its Reach [TBA:Mar/p16A]
News Show Reach Expands Again [TBA:Jun/p13A]
"First Business" Reaches 100 Stations [TBA:Oct/p11A]
"First Business" Guests Slated [TBA:Dec/p14A]
TEMPORARY EMPLOYEES *see* **Employees; Employment; Hiring & Firing**
TERM LIMITS *see* **U.S. Govt.—Congress**
TESTS/TESTING
A Sobering Law For Truckers [Jan/p27]
TOBACCO INDUSTRY *see* **Agribusiness**
TOTAL QUALITY MANAGEMENT *see* **Quality Management**
TOYS *see* **Gifts/Greeting Cards/Novelties/Toys**
TRADE ASSOCIATIONS *see* **Letters and Direct Line** *departments in all issues*
TRADE DEFICITS *see* **International Trade & Investment**
TRADE SHOWS & FAIRS *see also* **Direct Line** *section of each issue*
Letters: Popping-Fresh Ideas For Trade-Show Booths [Feb/p5]
Direct Line: Exhibiting A Novel Idea [Mar/p71]
Closing The Curtain On Company Secrets [Jun/p62]
Direct Line: Getting The Goods [Sep/p79]
Direct Line: Lighting Up [Oct/p82]
Cashing In On Trade Shows (Cover story) [Nov/p20]
Attention Grabbers [Nov/p22]
For Small Firms, A Really Big Show [Nov/p27]
Direct Line: News Flash! [Nov/p77]
TRADE SECRETS
Closing The Curtain On Company Secrets [Jun/p62]
Care Urged In Writing Bill To Combat Spying [TBA:Aug/p14A]
Civil Remedy For Theft Needed [TBA:Dec/p10A]
TRAFFIC MANAGEMENT *see* **Transportation**
TRANSPORTATION *see also* **Automobiles/Trucks/Motorcycles/Bicycles; Highways**
A Sobering Law For Truckers [Jan/p26]
Smart Cars, Smart Roads [Feb/p31]
Letters: A Warning Elicited On Truckers' Liability [Mar/p4]
Nurturing Part-Timers To Be Entrepreneurs [Mar/p10]
End Of The Line For The ICC [Mar/p32]
Letters: Practicality Is Key In Managing Traffic [Apr/p6]
Chamber: Take Trust Funds Off Budget [TBA:Jun/p4A]
TRAVEL/TOURISM/VACATIONS *see also* **Aircraft/Airlines/Airports; Hotels/Motels/Inns**
Fast-Forwarding The Paper Chase [Jan/p47]
Direct Line: Prepare For Takeoff [Jan/p56]

Clever Gear, Packed To Go [Mar/p51]
Letters: Where Expeditors Are Old Hat [Apr/p4]

Tapping The Great Outdoors [Apr/p13]
The Toast Of The Town [Jun/p13]
Losing On The Road [Jul/p67]
Direct Line: Taking Off [Aug/p72]
Health Coverage Overseas [Sep/p36]
Viewing Old Masters [Oct/p54]
Ways To Harness Runaway Costs [Nov/p29]

TRUCKS *see* **Automobiles/Trucks/Motorcycles/Bicycles**

TRUSTS *see also* **Estate Planning**
Putting Trusts In Your Estate Planning [Jun/p63]

Letters: Clarifying A Point On Life-Insurance Trusts [Jul/p6]
Life-Insurance Trusts Can Reduce Taxes [Jul/p55]
Letters: A Taxing Situation For Foreign Citizens [Aug/p4]
The Easy Way To Play The Real-Estate Market [Sep/p65]

TYPEWRITERS *see* **Offices/Office Equipment, Furniture & Supplies**

U

UNIBEX
New System For Commerce [TBA:Dec/p6A]

U.S. CHAMBER OF COMMERCE

1995 Annual Report [TBA:Feb]
Letter from 1995-1996 Chairman, Vice Chairman and President [TBA:Feb/p2A]
Chamber Helps Advance Members' Top Priorities [TBA:Feb/p3A]
Annual Meeting Set For Feb. 26 [TBA:Feb/p3A]
Depth Of Resources Boosts Effectiveness [TBA:Feb/p8A]
New Initiatives To Help Members [TBA:Feb/p9A]
Television News Show Broads Its Reach [TBA:Feb/p9A]
Chamber Serves Members In A Wide Variety Of Ways [TBA:Feb/p10A]
Member Poll Tracks Economy [TBA:Feb/p12A]
Chamber Suit Topples Political Rule [TBA:Feb/p10A]
Important Victories In The Courts [TBA:Feb/p14A]
Chamber Wins Legal Fight [TBA:Mar/p1A]
Asia Conference Slated For March [TBA:Mar/p2A]
"First Business" Expands Its Reach [TBA:Mar/p16A]
Lesher Responds To Firms' Critics [TEA:Apr/p2A]
Board Seeks Repeal Of Estate, Gift Taxes [TBA:Apr/p2A]
Spirit Of Enterprise [TBA:Apr/p4A]
New AmCham Is Accredited [TBA:Apr/p14A]
1996 Schedule Set By Institutes [TBA:Apr/p14A]
A Businessman On A Mission (U.S. Chamber Chairman Edwin Lupberger) [May/p66]
Chamber Wins Enactment Of Business-Backed Laws [TBA:May/p1A]

U.S. GOVERNMENT — BUDGET

Fidelity, Chamber Set Retirement-Plan Offer [TBA:May/p2A]
Internet-Access Cost Savings Set [TBA:May/p2A]
On-Line Ads Available At Discount [TBA:May/p2A]
Chamber Plans Export Events [TBA:May/p6A]
Court Upholds Chamber Win [TBA:May/p9A]
Survey Asks Priorities Of Members [TBA:Jun/p5A]
News Show Reach Expands Again [TBA:Jun/p13A]
Your Survey Response Will Help Chamber Set Priorities [TBA:Jul/p7A]
Chamber Adds Endorsements (Congress) [TBA:Jul/p8A]
A Challenge That Lives On (Commentary) [Aug/p78]
Clinton Given Failing Grade [TBA:Aug/p1A]
Candidates At Chamber [TBA:Aug/p13A]
Chamber Adds 38 Endorsements [TBA:Aug/p13A]
Chamber Offers '96 Election Reminders [TBA:Aug/p14A]
Small-Company Resources [TBA:Oct/p2A]
Nominating Panel Elected [TBA:Oct/p5A]
"First Business" Reaches 100 Stations [TBA:Oct/p11A]
Firms Sign Up For Plans [TBA:Dec/p1A]
Members' Priorities Previewed [TBA:Dec/p2A]
Annual Meeting [TBA:Dec/p2A]
U.S. GOVERNMENT — BUDGET
Editorial: Our Debt Deepens By \$482 Million A Day! [Jan/p64]
1995 How They Voted: Balanced Budget [TBA:Mar/Senate p4A; House p8A]
1995 How They Voted: Fiscal 1996 Budget Resolution [TBA:Mar/Senate p6A; House p11A]
1995 How They Voted: Seven-Year Balanced Budget Reconciliation Act [TBA:Mar/Senate p7A; House p14A]
1995 How They Voted [TBA:Mar/House p11A]
Chamber Won't Let Up On Budget, Regulations [TBA:Apr/p1A]
Budget-Amendment Pressure Rises [TBA:Apr/p8A]
Chamber: Take Trust Funds Off Budget [TBA:Jun/p4A]
Balanced-Budget Drive Continues [TBA:Jul/p6A]
Chamber Member Survey: Federal Budget [TBA:Jul/p10]
Business People Still Want Deficit Solution [TBA:Aug/p6A]
Balanced-Budget Move Fails [TBA:Aug/p11A]
Firms Want Taxes Cut, Federal Budget Balanced [TBA:Dec/p11A]
U.S. GOVERNMENT — CONGRESS
Letters: Giving Due Credit To The New Congress [Jan/p4]
Where I Stand: A Report Card On Congress [Jan/p48]
New Laws Will Help Business [TBA:Feb/p4A]
Lawmakers Praise Members For Chamber's Critical Role [TBA:Feb/p6A]

Letters: The Republican Congress Fails To Impress [Mar/p5]
Congress Faces Hurdles To Action [Mar/p22]
Readers' Views On Congress [Mar/p69]
1995 How They Voted: First Session 104th Congress [TBA:Mar/p3A]
1995 How They Voted: Term Limits [TBA:Mar/House p11A]
Chamber Endorses "Friends" [TBA:Apr/p10A]
Editorial: Watch These Congressional Initiatives [May/p88]
Where I Stand: On Congress [Jun/p84]
Contact Your Lawmaker About Tax-Restraint Vote [TBA:Jun/p8A]
Senate Majority Leader Lott Is A Friend Of Business [Aug/p8]
Readers' Views On Congress [Aug/p77]
Candidates At Chamber [TBA:Aug/p13A]
Chamber Adds 38 Endorsements [TBA:Aug/p13A]
Committee Chairmanships Hang In The Balance [Nov/p8]
Editorial: Divided Government Doesn't Have To Mean Stalemate [Dec/p71]
Communications Guide For 1997: Meeting With Your Legislators [TBA:Dec/p7A]
U.S. GOVERNMENT — CONSTITUTION
Balanced-Budget Move Fails [TBA:Aug/p11A]
U.S. GOVERNMENT — FEDERAL ELECTION COMMISSION (FEC)
Chamber Suit Topples Political Rule [TBA:Feb/p12A]
U.S. GOVERNMENT — FOOD AND DRUG ADMINISTRATION (FDA)
Legislation Would Modernize And Overhaul The FDA [TBA:Aug/p7A]
U.S. GOVERNMENT — INTERNAL REVENUE SERVICE (IRS) see also Business Taxes; Income Tax; Taxation
Letters: The IRS Is Trying To Pass The Buck [Jan/p4]
Skepticism Over IRS's Receipt-Rule Change [Jan/p34]
Heading Off An IRS Audit [Mar/p42]
The Perils Of Payroll Taxes [Jul/p54]
Letters: Leave The Decisions To Business Owners [Sep/p4]
Letters: A Question For The IRS: Just Who Is In Denial? [Oct/p4]
Getting Wired For The IRS [Oct/p31]
Chamber Helps Win Changes [TBA:Oct/p3A]
U.S. GOVERNMENT — INTERSTATE COMMERCE COMMISSION (ICC)
End Of The Line For The ICC [Mar/p32]
Clarification [Jun/p5]
U.S. GOVERNMENT — OCCUPATIONAL SAFETY AND HEALTH ADMINISTRATION (OSHA)
OSHA Loses In Ruling On Multiple Penalties [Jan/p8]
Important Victories In The Courts [TBA:Feb/p14A]
Letters: Bury The Hatchet With OSHA [Mar/p5]
Chamber Urges Overhaul [TBA:May/p13A]
U.S. GOVERNMENT — SMALL BUSINESS ADMINISTRATION (SBA)
SBA-Backed Loans Just Got Costlier [Feb/p43]
Direct Line: A Helping Hand [Apr/p84]

Small-Business Standouts To Receive Recognition [Jun/p6]
U.S. POSTAL SERVICE

Letters: Automation Is Hardly The Postal Service's Savior [Feb/p4]
The Ups And Downs Of A Postal Rate Proposal [Mar/p8]
Postal Changes Raise The Stakes [Jun/p32]
Marvin Runyon's Postal Priorities [Jun/p35]
For The Record [Jul/p8]

V

VACATIONS see **Travel/Tourism/Vacations**

VALUE-ADDED TAX (VAT) see **Taxation**

VENDORS

Rising Hurdles For Vendors [Jun/p46]
NB Tips: Improving Supply Chains [Aug/p11]

VENTURE CAPITAL see also **Capital; Economic Development; Loans**
Venture-Capital Networks Proliferate [Sep/p64]

VETOES

1995 How They Voted: Line-Item Veto [TBA:Mar/Senate p5A, House p9A]
Lawmakers Have Their Work Cut Out For Them [May/p6]

Business Priorities Enacted [TBA:May/p4A]
Chamber Criticizes Liability-Bill Veto [TBA:Jun/p1A]
Editorial: A Veto That Rebuffs Consumers [Jul/p72]

Vote After Veto Stalls '96 Effort [TBA:Jul/p15A]
Senate Approves, Clinton Vetoes TEAM Act [TBA:Oct/p10A]

VIDEO INDUSTRY & TECHNOLOGY
Making Movies On A Gilded Shoestring [May/p83]

Technology And Tenacity [Aug/p14]
Smiling For The Camera [Sep/p69]
Direct Line: Fast Forward [Nov/76]

VIETNAM
New AmCham Is Accredited [TBA:Apr/p14A]
VOLUNTEERISM see **Charitable Donations & Organizations/Volunteerism**

W - Y

WAGES/SALARIES/FEES

Tailoring Fee Arrangements [Jan/p20]
Important Victories In The Courts [TBA:Feb/p14A]

Chamber Fights Wage Proposals [TBA:Mar/p2A]

1995 How They Voted: Minimum Wage [TBA:Mar/Senate p7A]
The Facts Behind The Wage Debate [Apr/p24]

Linking Payday To Cash In Hand [May/p36]
Wage Hike Efforts Fail In Congress [TBA:May/p6A]

Comp-Time Issue Faces Votes In Committees [TBA:May/p7A]
Letters: Cluing In Employees On Company Economics [Jun/p5]

Chamber Stands Firm Against Wage Hike [TBA:Jul/p2A]**Letters: Well-Run Firms Give Salespeople Their Due** [Aug/p5]
Two New Ways To Pay Workers [Aug/p68]**Write Your Representative About Wage-Hike Vote** [TBA:Aug/p8A]
For The Record: The minimum-wage bill [Sep/p8]**Cold Comfort In Tax Changes** [Oct/p26]
Minimum Wage Rises Oct. 1 [TBA:Oct/p5A]**Overtime Bill Pending** [TBA:Oct/p5A]
The Taxing Bottom Line On Holiday Giving [Dec/p48]**Court To Weigh Key Cases** [TBA:Dec/p12A]**WAREHOUSES** see Moving/Storage**WARRANTIES** see**Guarantees/Warranties****WASTE DISPOSAL** see Environment**WATER/WATER POLLUTION** see Environment**WELFARE****1995 How They Voted: Welfare Reform** [TBA:Mar/Senate p6A; House p11A]**Chamber Member Survey: Welfare Reform** [TBA:Jul/p7A]**Welfare Overhaul Likely To Please Business Readers** [Sep/p8]**Chamber Helps Win Changes** [TBA:Oct/p3A]**WETLANDS** see Environment**WOMEN****Women-Owned Firms Grow In Number And Importance** [Apr/p7]
A Coming Sea Change In Leadership [Apr/p60]**Direct Line: A Helping Hand** [Apr/p84]
Leveling The Playing Field [May/p64]**Home-Run Firms Increasingly A Hit** [Jun/p49R*]**NB Tips: Women In Business** [Aug/p11]
Looking For Ms. Goodwrench [Oct/p14]**WORK FORCE** See also**Employee Work Teams**
Help Wanted Desperately [Apr/p16]**Grade For Hire, Warranty Included** [Jun/p83]**Letters: A Quality Labor Pool Waiting To Be Tapped** [Jul/p4]**WORKERS' COMPENSATION****Letters: Workers' Compensation A Concern In Status Of Loggers** [Feb/p5]**Letters: High Costs Of Workers' Comp Result Of Claims Of A Few** [Mar/p5]
Workers' Comp Via Managed Care [Jul/p42]**WORKING AT HOME** see Home-Based Business; Home Office; Independent Contractors; Self-Employment**WORKPLACE** see also U.S.**Govt—Occupational Safety & Health Administration (OSHA); Workplace Safety & Health****Emotions In The Workplace** [Feb/p25]
Business To Counter Unions [TBA:May/p3A]**GOP Sets Workplace Principles** [TBA:May/p3A]
Senate To Vote On TEAM Act [TBA:May/p5A]**Workplace Changes Urged** [TBA:Jun/p1A]**WORKPLACE SAFETY & HEALTH** see also U.S. Govt—Occupational Safety & Health Administration (OSHA); Workplace**OSHA Loses In Ruling On Multiple Penalties** [Jan/p8]
Don't Let Your Employees Become Working Stiffs [Sep/p12]**WORKPLACE TEAMS** see Employee Work Teams**WRITING****Direct Line: Chapter And Verse** [Dec/p63]**YOUNG ADULTS****Young Entrepreneurs Make Their Mark** [Aug/p49]

REGULAR FEATURES & SPECIAL SECTIONS

COMMENTARY

Aug/p78: **A Challenge That Lives On**
Nov/p86: **Double Standard On the
Disabled**

COVER STORY

Jan/p10: **Slow But Steady**
— Hot Spots In A Cooling
Economy
— Position Your Firm Now
For Growth
— Adjusting The Numbers

Feb/p16: **Labor Comes Alive**
— The View From The Top
— Milestones In the History
Of Organized Labor

Mar/p16: **Switching To Self-Insurance**
— On The Legislative Burners
— For More Information
— Are You Ready To
Self-Fund?

Apr/p16: **Help Wanted Desperately**
— Restaurants Get Creative
— School-To-Work Programs
Take Off

May/p18 **Striking The Right Match**
— The New Supplier
Partnership: An Inside Story
— When Corporate Cultures
Clash
— The Making Of A Successful
Alliance
— What To Read, Where To Go

Jun/p18: **Hiring The Right People**
— Interviews: The War Of
Wits
— An Extended-Tryout Option
— Do You Need A Human-
Resources Manager?

Jul/p18: **The Little Guys Strike Back**
— Marketing By Database
— Animal Magnetism

Aug/p18: **Entrepreneurs Who Excel**
— Where To Find More
Insights
— The Bigger They Are...

Sep/p18: **Capital Ideas For Financing**
— A Strategy To Factor In
— Getting A Bank To Stick
With You
— Publications And Web Sites
— Blue Chip Firms

Oct/p18: **The Flip Side Of Downsizing**
— Rising And Falling With The
Economic Tides

Nov/p20: **Cashing In On Trade Shows**
— Attention Grabbers
— For Small Firms, A Really
Big Show

Dec/p16: **The Future Is Now**
— Tomorrow's Technology
Today

EDITORIALS

Jan/p64: **Our Debt Deepens By \$482
Million A Day!**

Feb/p76: **Obstructionism Is Not Good
Policy For 1996**

Mar/p72: **The President's Consistency
Problem**

Apr/p88: **"Labor '96" Is Cause For
Business Concern**

May/p88: **Watch These Congressional
Initiatives**

Jun/p88: **The AFL-CIO's Out-Of-Touch
Campaign**

Jul/p72: **A Veto That Rebuffs
Consumers**

Aug/p79: **The Real World Of U.S. Trade**

Sep/p80: **The Importance Of The 1996
Elections**

Oct/p88: **Making Growth A Priority**

Nov/p87: **Nov. 5: The Only Poll That
Counts**

Dec/p71: **Divided Government Doesn't
Have To Mean Stalemate**

ENTREPRENEUR'S NOTEBOOK

Jan/p6: **Using Barter For Cash (Bill
Martin; U.S. Fitness Products;
Raleigh, N.C.)**

Feb/p6: **Cooking Up New Revenues
(Ruth Meric; Ruth Meric
Catering; Houston, Tex.)**

Mar/p6: **Locking On To Teamwork
(Michael Zane; Kryptonite
Corp.; Canton, Mass.)**

Apr/p8: **Knowing When To Cut The
Cord (Mel Raff; OnDemand
Software; Naples, Fla.)**

May/p8: **Making The Climb Onto Store
Shelves (Susan A. Schreter;
Caring Products International;
Seattle, Wash.)**

Jun/p8: **Winning Promos, Tastefully
Done (Dean Daniel; Ryan
Foods Inc.; Miami, Fla.)**

Jul/p7: **Coming Through Loud And
Clear (Tim Newcome;
Newcome Electronic
Products; Columbus, Ohio)**

Aug/p6: **Nurturing Workers So They'll
Stay On Board (Donald Dann;
Davis Dann Levin LLC;
Highland Park, Ill.)**

Sep/p6: **Giving The Media Food For
Thought (John Gottfried;
The Gourmet Garage;
New York, N.Y.)**

Oct/p6: **Good Things Come In Good
Packaging (Brooks O'Kane;
ClearVue Products, Inc.
Lawrence, Mass.)**

Nov/p6: **Succession Planning Isn't Just
About Money (Andy and
Jules H. Bluestone; Selective
Benefits Corp.; Cedar Knolls,
N.J.)**

Dec/p6: **When Expansion Goes On A
Roll (Rick Davis; CCG Venture
Partners; Houston, Tex.)**

MAKING IT

Jan/p22: — Stick-to-itiveness Pays (Bill Wood; Magnet, Inc.; Washington, Mo.)

— A Real Page Turner (Kevin L. Bristol; VIP Paging, Inc.; Baltimore, Md.)

Feb/p12: — A Ringing Success (Garry Kvistad; Woodstock Percussion, Inc.; West Hurley, N.Y.)

— Licking The Competition (Howard, Gordon, Bob and Roger Quick; Quick's Candy, Inc.; Buchanan, Mich.)

— On The Cutting Edge (Cliff Chenfield and Craig Balsam; Razor & Tie Music; New York, N.Y.)

Mar/p12: — Nuts About Snack Food; (David Hockett; L.B. Nuts & Fruit Too; Columbia, Mo.)

— Grooming For Success (Joe and Eunice Dudley; Dudley Products, Inc.; Kermersville, N.C.)

— A Jet-Powered Takeoff (W.E. "Eddie" Albright Jr.; Marine Power; Ponchatoula, La.)

Apr/p13: — Tapping The Great Outdoors (Dave Wiggins; American Wilderness Experience; Boulder, Colo.)

— A Novel Enterprise (Terry and Allen Mittleman; The Library, Ltd.; St. Louis, Mo.)

May/p14: — Designing The Future (William A. McDonough; William McDonough + Partners; Charlottesville, Va.)

— Competing With Nature (Bennett Abrams and Gary Hanick; California Country Trees; Vista, Calif.)

Jun/p13: — The Toast Of The Town (Nina and Tim Zagat; Zagat Survey; New York, N.Y.)

— Reeling In Realism (Amy DeLouise; Take Aim Productions, Inc.; Bethesda, Md.)

— However You Slice It (Charles J. Bayer, Edward J. Miller, Michael Waleryszak and Frank Wojcik; Crescent Manufacturing; Fremont, Ohio)

Jul/p12: — Not Your Usual Dome-icile (Alan Bair; Pacific Yurts; Cottage Grove, Ore.)

— His Piece Of The Pie (Dominick A. Pulieri; Grotto Pizza, Inc.; Rehoboth Beach, Del.)

— A Framework For Success (Bill Wyland; Wyland Galleries Hawaii; Kauai, Hawaii)

Aug/p14: — Technology And Tenacity (Deborah D. Dolman; Dolman & Associates, Inc.; Lansing, Mich.)

— A Heaven For Hotheads (Chip Hearn; Starboard Restaurant and Peppers; Dewey Beach, Del.)

— Insurance With Backbone (Patricia Leistrum; Managed Healthcare Options; Atlanta, Ga.)

Sep/p14: — Plugging A Software Gap (Robert Angelo; SystemSoft Corp.; Santa Clara, Calif.)

— Abuzz With Business (Sandy and Steve Forrest; Brushy Mountain Bee Farm, Inc.; Moravian Falls, N.C.)

— Cultural Connections (E. Diane White; Blackberry shops; Washington, D.C.)

Oct/p13: — Getting The Show On The Road (Judie and Bob Kramer; Kramer & Co.; Grand Rapids, Mich.)

— Looking For Ms. Goodwrench (Margie Seals; My Favorite Mechanic; Atlanta, Ga.)

— If The Shoe Fits... (Paula Sussex; Sandal Tree; Hawaii)

Nov/p14: — Taming A Rogue Sport (Bev and Chris Sanders; Avalanche Snowboards, Inc.; Benicia, Calif.)

— Office Cruise Directors (Mary Naylor; Capitol Concierge; Washington, D.C.)

— Going Back To School (John Burdette; School Days; South Charleston, W. Va.)

Dec/p13: — A 19th Century Romance (Robert O'Leary; Romancing The Woods; Woodstock, N.Y.)

SPECIAL ADVERTISING SECTION

Nov/p43: Korea

SPECIAL REPORTS

Jan/p41: Franchising: Special Guide

Apr/p69: Franchising: Special Guide

May/p66: Lessons Of Leadership: A Businessman On A Mission (Edwin Lupberger)

Jun/p50: Gaining An Edge On Liability (Insurance-coverage pools)

Oct/p56: Franchising: Special Guide

p67: The 1997 Trucks

Nov/p61: Luxury Cars For 1997

WHERE I STAND

Jan/p48: A Report Card On Congress (Poll results in March issue)

p73: Results of the Nov. 1995 poll on Federal Services

Feb/p62: On Labor's Strategy (Poll results in April issue)

p63: Results of Dec. 1995 poll on Labor Relations

Mar/p68: On Outsourcing (Poll results in May issue)

Apr/p76: On Regulations (Poll results in June issue)

May/p84: On Independent Contractors (Poll results in July issue)

Jun/p84: On Congress (Poll results in August issue)

Jul/p64: On The President (Poll results in September issue)

Aug/p76: On Hiring (Poll results in October issue)

Sep/p76: On Telecommunications (Poll results in November issue)

Oct/p84: On Labor Issues (Poll results in December issue)

Nov/p84: Is America Ready? (Poll results in January 1997 issue)

Dec/p61: On Social Security (Poll results in February 1997 issue)

AUTHORS

Aronoff, Craig E.

- How To Make Better Decisions (with Joseph H. Astrachan) [Jan/p39]
- Overcoming A Major Obstacle To Succession (with John L. Ward) [Sep/p46]
- Reducing The Risks Of Family-Business Growth (with Joseph H. Astrachan) [Mar/p52]
- A Secret About Secrecy (with Drew S. Mendoza) [Nov/p56]
- What To Do When Banks Play Musical Chairs (with Norbert E. Schwarz) [May/p58]

Barrier, Michael

- Base Closings: The Last Roundup [Apr/p62]
- Building Your "Customer Portfolio" [Dec/p45]
- Can You Stay Small Forever? [Oct/p34R*]
- Closing The Skills Gap [Mar/p26]
- Competing With Nature [May/p15]
- Direct Line [Dec/p62]
- Easing The Pain Of Layoffs [Jan/p17]
- Entrepreneurs Who Excel [Aug/p18]
- Free-Spirited Enterprise [Jan-Dec]
- Hiring The Right People [Jun/p18]
- Home-Office Heaven [Oct/p37]
- However You Slice It [Jun/p16]
- Improving Worker Performance [Sep/p28]
- A Jet-Powered Takeoff [Mar/p14]
- On The Cutting Edge [Feb/p15]
- The Toast Of The Town [Jun/p13]
- Wheels Of Change In Bicycle Retailing [Feb/p41]
- When Your Business Is Twins—Or Triplets [Nov/p53]

Barton, Christopher Robert

- High-Tech Help? It's Your Call [Feb/p47]

Beales, Janet R.

- Taming A Rogue Sport [Nov/p14]

Bertrand, Marsha

- Donations For Deductions [Jan/p25]

Blakely, Stephen

- Seeds Of Change For Farmers [Dec/p42]

Bluestone, Andy

- Succession Planning Isn't Just About Money [Nov/p6]

Boram, Joan

- Looking For Ms. Goodwrench [Oct/p14]

Brooks, Dorothy Elizabeth

- Insurance With Backbone [Aug/p17]

Broome, J. Tol Jr.

- Abuse With Business [Sep/p15]
- Grooming For Success [Mar/p13]

— How To Get A "Yes" From Your Banker [Apr/p37]

- Less Paperwork, More Bank Loans [Sep/p38]
- SBA-Backed Loans Just Got Costlier [Feb/p43]

Bohl, Claire

- Stick-to-itiveness Pays [Jan/p22]

Buss, Dale D.

- The Brave New World Of Business Security [May/p29]
- Cashing In On Trade Shows [Nov/p21]
- Help Wanted Desperately [Apr/p16]
- How Advisers Can Help You Grow [Mar/p47]
- The Little Guys Strike Back [Jul/p18]

Candler, Julie

- Luxury Cars For 1997 [Nov/p61]
- The 1997 Trucks [Oct/p67]
- Small Fleets Get A New Lease On Life [May/p46]
- Smart Cars, Smart Roads [Feb/p31]
- A Sobering Law For Truckers [Jan/p27]

Chandler, Lana J.

- Going Back To School [Nov/p18]
- Convisor, Kate
- Getting The Show On The Road [Oct/p13]

Daniel, Dean

- Winning Promos, Tastefully Done [Jun/p8]

Dann, Donald

- Nurturing Workers So They'll Stay On Board [Aug/p6]

Davis, Rick

- When Expansion Goes On A Roll [Dec/p6]

Ditlea, Steve

- Managing Sales With Software [Mar/p29]

Ellentuck, Albert B.

- IRS Casts Doubt On Popular Split-Dollar Life Insurance [Oct/p75]
- Life-Insurance Trusts Can Reduce Taxes [Jul/p55]
- Tax Planning For Buy-Sell Agreements [Mar/p62]
- Whether To Deduct, Or Not To Deduct... [Aug/p67]

Ellsworth, Jill H.

- Staking A Claim On The Internet [Jan/p29]

Etchison, Barbara

- Does Your Policy Have You Covered? [Aug/p43]
- Shutting The Door On Lease Problems [Mar/p24]

Evanson, David R.

- Tales Of Caution In Going Public [Jun/p57]
- Venture-Capital Networks Proliferate [Sep/p64]

Fraser, Bruce W.

- Consultants To The Rescue [Jul/p32]

Goldhirsh, Joel

- There's Nothing Passive About Rental Income [Nov/p71]

Gottfried, John

- Giving The Media Food For Thought [Sep/p6]

Gray, Robert T.

- Double Standard On The Disabled [Nov/p86]
- A Challenge That Lives On [Aug/p78]
- Milestones In The History Of Organized Labor [Feb/p22]
- Persuading Firms To Stay In The Fold [Jul/p25]

Hagar, Dan

- Technology And Tenacity [Aug/p14]

Haupt, Jennifer

- Heading Off An IRS Audit [Mar/p42]

Hersh, Cara

- Direct Line [Sep, Oct, Nov]

Hodges, Susan

- Getting Wired For The IRS [Oct/p31]

Holzinger, Albert G.

- Business Community Wins Some, Loses Some [Nov/p10]

A Businessman On A Mission [May/p66]

- Dateline: Washington [Jul, Aug]

Final Health-Care Bill Could Be Good Or Bad [Jun/p8]

- Lawmakers Have Their Work Cut Out For Them [May/p6]

The Lowdown On High Tech (with Jon Pepper) [Apr/p53]

- Netscape Founder Points, And It Clicks [Jan/p32]

Social Security Tax Base, Earnings Limit Increase [Jan/p8]

Holton, Lisa

- A New Wrinkle In Selling Stock To Your Children [Mar/p62]

Time Is Running Out On 401(k) Amnesty [Jul/p56]

Jackson, Ted

- Covering Losses From Nonpayment [Aug/p68]

Jarvis, Cheryl

- A Novel Enterprise [Apr/p14]

Riding A Fashion Wave [Dec/p14]

Kaufman, Steven B.

- Before You Buy, Be Careful [Mar/p45]

Kliska, Bernard

- Coping With A Leader's Depression (with John L. Ward) [Jul/p49]

Litvan, Laura M.

- Designing The Future [May/p14]

Direct Line [Jan - Aug]

- The Hot Zones For Entrepreneurs [Jun/p42]

Increasing Revenue With Repeat Sales [Jan/p36]

Postal Changes Raise The Stakes [Jun/p32]

- Switching To Self-Insurance [Mar/p16]

Thorny Issues In Hiring [Apr/p34]

- The Ups And Downs Of A Postal Rate Proposal [Mar/p8]

X Marks The Spot For Low-Key Sales [May/p32]

Macnow, Glen
 — The Greening Of Deal Making [Dec/p32]

Magnuson, Carolyn
 — Grads For Hire, Warranty Included [Jun/p83]

— When A Customer Goes Bankrupt [Sep/p32]

Martin, Bill
 — Using Barter For Cash Management [Jan/p6]

Marullo, Gloria Gibbs
 — The Bottom Line On Taxable Perks [Nov/p71]

— Case Studies In Cash Management 101 [Sep/p62]

— Catching Up On Depreciation [Oct/p75]

— The Difference Between Business And Pleasure [Sep/p64]

— How To Deduct Start-Up Costs [Apr/p66]

— Is It A Hobby Or A Business? [Jun/p65]

— The Perils Of Payroll Taxes [Jul/p54]

— Separating Business And Commuting Costs [Oct/p73]

— The Taxing Bottom Line On Holiday Giving [Dec/p48]

Maynard, Roberta
 — At A Crossroads In Latin America [Apr/p38]

— Back To Basics, From The Top [Dec/p38]

— Boosting Morale In Troubled Times [Feb/p26]

— Choosing A Franchise [Oct/p56]

— Cultural Connections [Sep/p16]

— Ex-Im Bank Debuts Loan-Guarantee Program [Nov/p10]

— A Framework For Success [Jul/p16]

— A Growing Outlet For Small Firms [Aug/p45]

— If The Shoe Fits ... [Oct/p16]

— A Less-Stressed Work Force [Nov/p50]

— The Lighter Side Of Promotions [Jul/p48]

— Managing Your Small Business [Jan-Dec]

— New Strategies For Growth [Jan/p41]

— A Piece Of The Action [Apr/p69]

— Prospecting For Gold [Jun/p69]

— Selling By The Book [Sep/p58]

— Small-Business Standouts To Receive Recognition [Jun/p6]

— Striking The Right Match [May/p18]

McCollum, Tim
 — Adding Some Byte To Retirement Plans [May/p52]

— Business Software For Home Offices [Oct/p42]

— The Case For E-mail [May/p61]

— Choosing Software For Your Firm [Jul/p38]

— Crucial Connections [Dec/p40R*]

— The Future Is Now [Dec/p16]

— Getting With The Program [Mar/p34]

— In-House Publishing, Professional Results [Nov/p34]

— The Latest Tools For The Job [Sep/p49]

— Lighting A Torch For Small Firms [Apr/p28]

— New Horizons In Communications [Aug/p33]

— Opposition Grows To Excise, Sales Taxes [Aug/p67]

— The Well-Tailored Computer Network [Jun/p37]

McDaniel, James R.
 — Eight Lame Excuses To Procrastinate [Feb/p60]

Mendoza, Drew S.
 — A Secret About Secrecy (with Craig E. Aronoff) [Nov/p56]

Meric, Ruth
 — Cooking Up New Revenues [Feb/p6]

Meyer, Harvey R.
 — Linking Payday To Cash In Hand [May/p36]

Morris, Hal
 — Check In, Then Log In [Aug/p64]

— Clever Gear, Packed To Go [Mar/p51]

— Scam Artists Never Sleep [Jul/p29]

Musick, Janine Latus
 — Nuts About Snack Food [Mar/p12]

Myers, Randy
 — Check The Fine Print In Picking A 401(k) Plan [May/p74]

— The Easy Way To Play The Real-Estate Market [Sep/p65]

— Employee Education On 401(k) Plans [Jun/p66]

— Financial Markets Move Cautiously [Nov/p68]

— The Flat Tax: Investor Nirvana? [Apr/p68]

— How To Invest Wisely In A Bond Fund [Mar/p63]

— Lifestyle Funds: Laissez-Faire Investing [Oct/p76]

— Market Bulls Battle A Case Of Nerves [May/p72]

— Risk Vs. Reward In Mutual Funds [Dec/p50]

— Several Heads Are Often Better Than One [Jan/p35]

— Stock Market Shows Little Inclination To Pause [Aug/p65]

— Wall Street Looks For Moderate Gains In '96 [Feb/p56]

— What's Your Mutual Fund Really Costing You? [Jul/p57]

Nelson, Sharon
 — A Blue-Chip Shot Is Well Worth It [Jul/p35]

— Capital Ideas For Financing [Sep/p18]

— A Coming Sea Change In Leadership [Apr/p60]

— Deciding To Succeed [Mar/p38]

— Emotions In The Workplace [Feb/p25]

— Fostering A Global Vision [Jan/p39]

— A Heaven For Hotheads [Aug/p16]

— His Piece Of The Pie [Jul/p14]

— Hispanic-Owned Firms Set The Pace For Growth [Oct/p8]

— If I Only Knew Then What I Know Now [Sep/p42]

— Licking The Competition [Feb/p14]

— Minority Businesses Are Still Undercounted [Feb/p8]

— A New Presence On The Internet [Feb/p51]

— Preparing For The Tests Of Company Ownership [Aug/p56]

— Professionalizing A Family Business [Dec/p53]

— Promoting A World Ethical Standard [Apr/p12]

— Rising Hurdles For Vendors [Jun/p46]

— Sharing The Written Word [Mar/p52]

— Taking Stock Of Family-Owned Firms [Oct/p64]

— Team Playing Is On The Rise [Jun/p53]

— When The Going Gets Tough... [Apr/p46]

Nowroozi, Christine Kilgore
 — The Draining Of A Drug [Jan/p50]

Newcome, Tim
 — Coming Through Loud And Clear [Jul/p7]

O'Kane, Brooks
 — Good Things Come In Good Packaging [Oct/p6]

Pepper, Jon
 — The Lowdown On High Tech (with Albert G. Holzinger) [Apr/p53]

Pouliot, Janine S.
 — Closing The Curtain On Company Secrets [Jun/p62]

— Rising Complaints Of Religious Bias [Feb/p36]

Raff, Mel
 — Knowing When To Cut The Cord [Apr/p8]

Reynes, Roberta
 — Hybrid Health Plans Grow In Popularity [Nov/p40]

— Plugging A Software Gap [Sep/p15]

— Workers' Comp Via Managed Care [Jul/p43]

Rothman, Howard
 — Tapping The Great Outdoors [Apr/p13]

Rowland, Mary
 — It Pays To Know The Value Of Your Business [Mar/p60]

— Putting Trusts In Your Estate Planning [Jun/p63]

— Putting Your Kids On The Payroll [Jan/p33]

Rush, Stephen
 — From Baseball To Business [Oct/p48]

Scanlon, Cynthia
 — Not Just A Meeting; It's An Adventure [Aug/p53]

Schreter, Susan A.
 — Making the Climb Onto Store Shelves [May/p8]

Schwarz, Norbert E.
 — What To Do When Banks Play Musical Chairs (with Craig E. Aronoff) [May/p58]

Scott, Howard
 — Contests Can Rev Up Employees [Jul/p37]

Slovan, Margie
 — Not Your Usual Dome-icile [Jul/p12]

Stern, Gary M.
 — Home-Run Firms Increasingly A Hit [Jun/p49R*]

— Young Entrepreneurs Make Their Marks [Aug/p49]

Thompson, Roger
 — Benefit Costs Hit A Record High [Dec/p8]

— Benefit Costs Shift Into Reverse [Feb/p50]

Ward, John L.
 — Coping With A Leader's Depression (with Bernard Klikska) [Jul/p49]

— Overcoming A Major Obstacle To Succession (with Craig E. Aronoff) [Sep/p46]

Warner, Davis
 — Committee Chairmanships Hang In The Balance [Nov/p8]

— Congress Faces Hurdles To Action [Mar/p22]

— Congress Unlikely To Cure Medicare Program This Year [Oct/p8]

— How Business-Friendly Are The Candidates? [Oct/p44]

— OSHA Loses In Ruling On Multiple Penalties [Jan/p8]

- The War On Drugs Wants You [Feb/p54]
- Welfare Overhaul Likely To Please Business Readers [Sep/p8]
- Warner, Elizabeth**
- A Real Page Turner [Jan/p24]
- Weaver, Peter**
- Covering The Bases For Your Web Site [Nov/p38R*]
- Electronic Cash Cards Planned For Olympics [Mar/p61]
- An ESOP Can Improve A Firm's Performance [Sep/p63]
- Fast-Forwarding The Paper Chase [Jan/p47]
- From Wireless Phones To Mobile Offices [Feb/p44]
- Health Coverage Overseas [Sep/p36]
- Independent-Contractor Rules Get Friendlier [Dec/p51]
- Opportunity Knocks As America Ages [Aug/p30]
- Protect Your Firm From COBRA Bites [Dec/p49]
- Protect Yourself Against The High Cost Of Dying [Jun/p65]
- Skepticism Over IRS's Receipt-Rule Change [Jan/p34]

- Special Coverage For Home Businesses [Jul/p56]
- 'Tis The Season For "Slamming" [Oct/p75]
- Two New Ways To Pay Workers [Aug/p68]
- Whittelsey, Frances Cerra**
- Leveling The Pricing Field [May/p64]
- Willen, Janet L.**
- Computers' Toll On The Eyes [Feb/p65]
- Reeling In Realism [Jun/p14]
- Woods, Lynn**
- Gaining An Edge On Liability [Jun/p50]
- Steering Safely Through A Crisis [Sep/p33]
- The Suite Life For Office Renters [May/p40]
- Ways To Harness Runaway Costs [Nov/p29]
- Worsham, James**
- Bills Would Affect The Hiring Of Skilled Foreign Workers [Mar/p8]
- Cold Comfort In Tax Changes [Oct/p26]
- "Corrections Day" Measures Show Bipartisan Appeal [Dec/p8]
- End Of The Line For The ICC [Mar/p32]
- The Facts Behind The Wage Debate [Apr/p24]
- The Flip Side Of Downsizing [Oct/p18]
- Getting A Fix On Bad Laws [Jul/p46]
- A Guide For Comparing Expenses By Year [Feb/p8]
- Labor Comes Alive [Feb/p16]
- Regulatory "Correction" Is Law; Others Await Senate Action [Jan/p8]
- Slow But Steady [Jan/p11]
- Small Business Plays Its Cards [Jun/p28]
- Taking The Taxes Out Of Health Care [Dec/p29]
- Zall, Milton**
- Medical Records Bureau Agrees To Open Files [Apr/p67]
- Zane, Michael**
- Locking On To Teamwork [Mar/p6]
- Zetlin, Mindy**
- A 19th-Century Romance [Dec/p13]
- A Ringing Success [Feb/p12]

THE 1996 NATION'S BUSINESS INDEX
(INCLUDING THE BUSINESS ADVOCATE)

